

Business

THE NATIONAL PROVISIONER

FEBRUARY 2 • 1946

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One of the Griffith Laboratories equipped with the Van Slyke Amino Nitrogen Apparatus, Manometric, (center of photo) for analysis of "amino acids."

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THE NATIONAL PROVISIONER

Volume 114

FEBRUARY 2, 1946

Number 5

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The COST-CUTTING Globe Roto-Cut OUT-PRODUCE



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GRINDER, SILENT CUTTER AND MIXER

The Globe Roto-Cut combines into one fast, efficient, low-cost operation the work of grinder, silent cutter and mixer in processing sausage, spiced ham and hamburger. Not only does the Roto-Cut eliminate the handling operations formerly required in moving the product from one machine to another but its lightning fast "draw-cut" action processes hamburger in 20-30 seconds, pork sausage in 15-30 seconds and frankfurter emulsion in 3-6 minutes.

And with the Roto-Cut, meat is cut cleanly with no metal-to-metal contact. Tissues which store the delicate flavor juices are never crushed so the Roto-Cut produces

meats of better color, flavor and salability.

Cutting as fine or as coarse as desired, the Roto-Cut evenly distributes fat, lean meat and seasoning. Spices, curing ingredients, ice and ice water are fed right into the batch. Building up of excess heat is avoided. Conveyor is filled while the machine is in full production. Weighing, charging and discharging are speedily accomplished without halting the cylinder. Leading packers find Roto-Cut a highly profitable investment. Let us arrange to show you one in operation in a nearby plant. Write at once for full details.

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recharged.
just born

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4000 S. PRINCETON AVENUE

CHICAGO 9, ILLINOIS

THE MEAT PACKING INDUSTRY WITH EXPERTLY DESIGNED EQUIPMENT



**Nature
Knows
Best...**



Can you imagine a bunch of luscious Concord grapes protected with anything but Nature's own covering? In sausage, too, the preferred covering—or casing—is the *natural* one. With Wilson's Natural Casings you get fresher, finer, tastier sausage.

GENERAL OFFICES



CHICAGO 9, ILL.

In every way sausage is best in
WILSON'S NATURAL CASINGS

Control Results with Wear-Ever Aluminum!



Chester Packing Co.
Chester, Pa.



Every piece of Wear-Ever equipment is built to exacting standards to do a *specific* job . . . and to do it well. For example, the Wear-Ever Aluminum meat loaf pans in this picture enable packers to control results more accurately. The even distribution of heat throughout aluminum means elimination of hot spots, resulting in delicious, eye-appealing, brown-all-over meat loaves.

Longer and better performance may be expected of all your Wear-Ever equipment. Wear-Ever meat trucks, meat tubs, ingredient containers and steam-jacketed kettles made of the new, *harder* aluminum alloy, have been engineered for durability: will help simplify your handling and cleaning problems.

Plan to meet *your* requirements with Wear-Ever. The Aluminum Cooking Utensil Co., 402 Wear-Ever Building, New Kensington, Pa.



Tougher . . . harder than ever!

Meat packing equipment should be *light* . . . for easy handling. Meat packing equipment should be *tough* . . . to stand up under constant use. Wear-Ever Aluminum's *lightness* and the *new harder-than-ever* aluminum alloy, will fill your requirements for strength combined with light weight.

Now...

**MORE WEAR
THAN EVER
IN—**

Made of the metal that cooks best . . . easy to clean

WEAR-EVER ALUMINUM



Mrs. West shouldn't worry you! *Or should she?*

SHE'S TYPICAL of the choosy, shop-wise postwar buyer, Mrs. West.

There are three questions you must answer about your product's container before you can call her and a legion of other women, "Customer."

1. Is my container attractive?
2. Does it have the eye and purse appeal her buying habits demand?
3. Is it efficient as well as interesting?

If you can answer them with "yes," you'll help her select *your* package . . . not a competitor's.

No need for worry

All three of your answers can be "yes," simply by planning ahead *now* for the postwar market.

Within reaching distance of your nearest telephone, American Can Company is waiting to lend a hand with your packaging problems . . . to help you put your product in a container that has kept pace with every latest packaging development.

We've been doing this job for 45 successful years now, helping manufacturers in devising interest-demanding packages.

If you will call our main office or ask our representative, we'll be ready to work with you and for you.

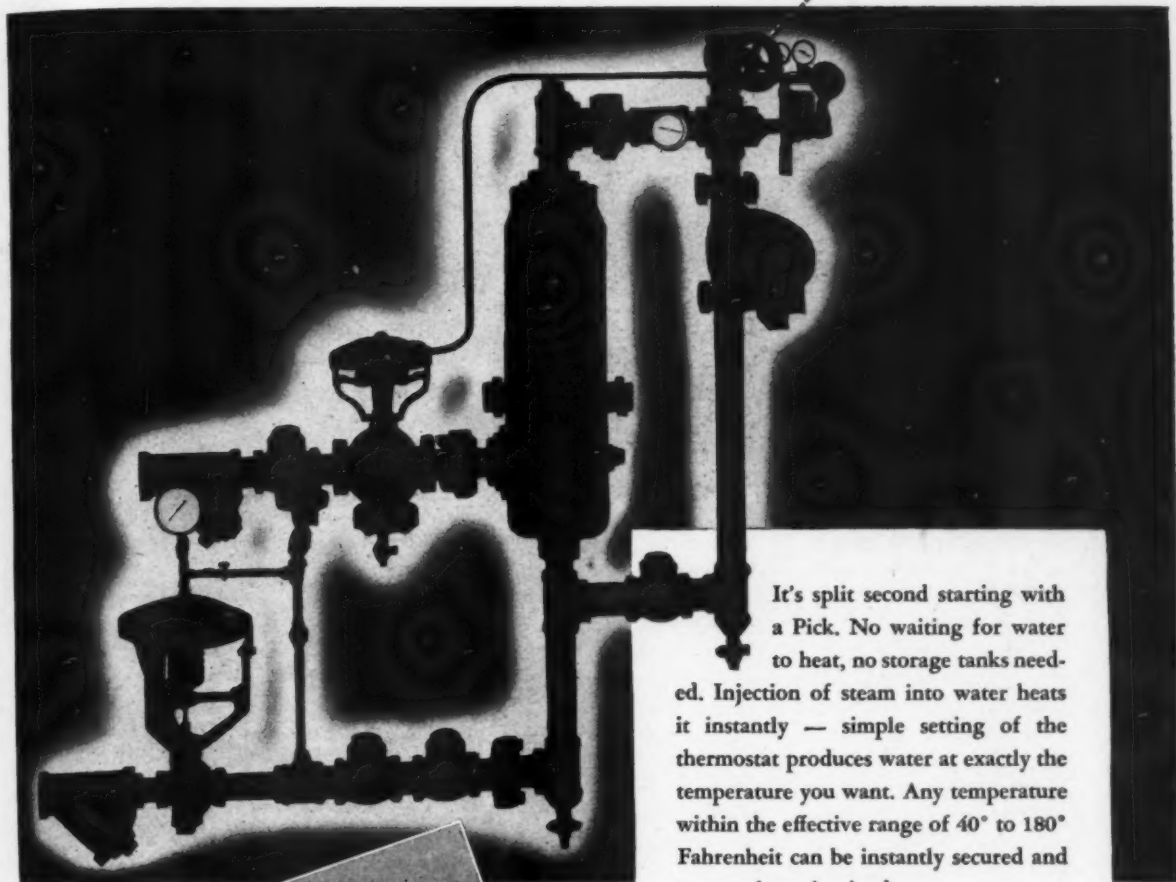
American Can Company



New York Chicago San Francisco

*World's Largest Manufacturers of
Fibre and Metal Containers*

Getting things started with a **Pick** INSTANTANEOUS HEATER



It's split second starting with a Pick. No waiting for water to heat, no storage tanks needed. Injection of steam into water heats it instantly — simple setting of the thermostat produces water at exactly the temperature you want. Any temperature within the effective range of 40° to 180° Fahrenheit can be instantly secured and accurately maintained.

Pre-engineered and factory assembled—a PICK INSTANTANEOUS HEATER is "custom-selected" to fit your plant needs. Seven sizes with maximum capacities of 10 to 200 gallons per minute means adequate hot water, without loss or waste.

Write Dept. 1110 for complete information and specifications.

Made by
PICK MANUFACTURING CO.
WEST BEND, WISCONSIN

Quiet Steam Injection Heating

PICK INSTANTANEOUS HEATERS are designed with the exclusive "Pressurizer Piston" that automatically stabilizes injection pressure to compensate for changes in heater load. Thus all objectionable noise, pipe hammering and shaking pipes is eliminated.



PAINT RIGHT THROUGH WET FILM WITH DAMP-TEX LIQUID PORCELAIN-LIKE ENAMEL

CHECK the following performance facts about this amazing enamel... then write us for complete details of our no-risk trial offer. (1) One coat of Damp-Tex covers. (2) Forces out moisture and dries overnight into porcelain-like waterproof film despite presence of moisture. (3) Sticks to wet or dry wood, metal, concrete, plaster and masonry. (4) Kills Rust, Rot, Dingo, Bacteria and Fungus*. (5) One gallon covers approximately 350 sq. ft. of porous surface, 450 sq. ft. of non-porous surface. (6) Will not check, peel, sag, soften or fade. No flavor-tainting odor. (7) Dries free of brush marks, may also be sprayed. Comes in colors and white.

*With Pre-Treatment.

FREE!

On the recommendation of the 4000 plants that use Damp-Tex, send for free descriptive folder K, also details of our offer to ship you a trial order of Damp-Tex absolutely at our risk.



STEAM TEST

Damp-Tex is unaffected by live steam common to many plants.



WASHING TEST

Constant moisture and repeated washings will not soften or in any way harm Damp-Tex.



FUNGUS TEST

Pre-Treated Damp-Tex will resist fungus, mold or mildew on the surface to be painted.



MOISTURE TEST

Water soaked bricks painted with Damp-Tex and dried in the sun prove the film will not blister or break.



CAUSTIC SOLUTION TEST

Two to three percent caustic washing solutions are not injurious to Damp-Tex Enamel.

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Damp-Tex is unaffected by lactic and other common food acids.



DAMP-TEX

THE WET SURFACE ENAMEL

STEELCOTE MFG. CO. GRATIOT at THERESA ST. LOUIS, MO.

WORTH REMEMBERING see Fairbanks-Morse FIRST FOR SCALES

ABOVE and beyond every other requirement, accuracy is what you demand most in scales. Accuracy is what you *get* in all Fairbanks-Morse Scales.

It's an enduring accuracy based on the superior workmanship and know-how that comes only with long, scale-building experience.

Every Fairbanks-Morse Scale is made to do a superior job—to work carefully and surely, to count, to print weigh-records and receipts, to weigh products even while moving.

As in every industry, there are dependable Fairbanks-Morse Scales to render faithful, accurate service for you.

Fairbanks, Morse & Co., Fairbanks-Morse Building, Chicago 5, Illinois.



Moisture-proof Bench Dial Scale with stand and pan. Can be furnished with Printomatic weight recorder.

Fairbanks-Morse

A name worth remembering



Diesel Locomotives • Diesel Engines
Scales • Motors • Pumps • Generators
Magneto • Stokers • Railroad Motor
Cars and Standpipes • Farm Equipment

*Get back on the beam, Chum.
Any smart bird wants to be wrapped
in the parchment that keeps
all the flavor in!*



West Carrollton GENUINE VEGETABLE Parchment

Here's the parchment that's odorless, insoluble, grease-resistant — unsurpassed for wrapping butter, shortening, meats, poultry, fish and all moist food products. Complete printing service in our own plant. Printed in one or more attractive colors with inks specially made for food wrappers.

WEST CARROLLTON PARCHMENT CO.
WEST CARROLLTON, OHIO

Better Trucks for YOUR Business!

TRUCK-ENGINEERED • TRUCK-BUILT • BY TRUCK MEN



"Easy to Keep Fords Rolling"

Few truck fleets have had such continual pressure to *keep moving*, as those serving the meat industry. The enthusiasm of packers everywhere for the way their Ford Trucks have performed through the tough days just ending, is typified by this short letter from Mr. T. G. Strange, manager of the Orangeburg, S. C., plant of Kingan & Company:

"It has been my pleasure to have used Ford Trucks constantly and almost exclusively here at the packing plant in Orangeburg. They have been easy to keep on the road

and repairs have been available at all times. Ninety per cent of the trucks in our fleet today are Fords."

New Ford Trucks are available now, in a variety of types and models, with additional models being added as rapidly as possible. They're better than ever, with many engineering advancements, designed to make them more rugged and enduring, more economical, more reliable than the veteran Ford Trucks that have served the industry so well. See your friendly Ford Dealer for the full facts.

FORD TRUCKS

MORE FORD TRUCKS ON THE ROAD • ON MORE JOBS • FOR MORE GOOD REASONS



ADVANCED ENGINEERING IN NEW FORD TRUCKS

More Economy and Endurance
Easier Servicing

A STILL GREATER 100 HP V-8 ENGINE with NEW Ford steel-cored Silvaloy rod bearings, more enduring than ever in severe service • NEW aluminum alloy cam-ground 4-ring pistons for oil economy • BIGGER, more efficient oil pump and IMPROVED rear bearing oil seal • NEW longer-lived valve springs • NEW improvements in cooling • NEW efficiency in ignition • In carburetion • In lubrication • In ease and economy of servicing operations • And available in all truck chassis except C.O.E. units—the rugged, thrifty 90 HP FORD SIX-CYLINDER ENGINE, with many important advancements.

FORD CHASSIS ADVANTAGES: Easy accessibility for low-cost maintenance • Universal service facilities • Tough, forged front axles • Extra-sturdy rear axles with pinion straddle-mounted on 3 large roller bearings, $\frac{3}{4}$ -floating type in light duty units, full-floating in all others • 3 axle ratios available (2 in 1-ton unit) • 2-speed axle available in heavy duty units at extra cost • Powerful hydraulic brakes, large drums, cast braking surfaces • Rugged 4-speed transmission with NEW internal reverse lock optional at extra cost on light duty units, standard on all others.

ON YOUR NEXT "Stainless Job"

FIGURE THE LOWER
MATERIAL COST OF
INGACLAD
STAINLESS-CLAD STEEL

See how you save---

In designing new products . . . new plant equipment . . . or in modernizing your present plant, it will pay you to consider the generous use of Stainless Steel. Now more than ever you can use it freely because IngAclad Stainless-Clad Steel, at much lower cost, gives all the stainless service you will ever need . . . on the side that it is used.

Ingersoll Steel Division of Borg-Warner Corporation produces both IngAclad and Ingersoll Solid Stainless Steel. Our engineers are, therefore, in a position to advise you without prejudice. This helpful service is yours without obligation.

INGERSOLL

STEEL DIVISION • BORG-WARNER CORPORATION
310 South Michigan Avenue • Chicago 4, Illinois
Plants: Chicago, Illinois; New Castle, Indiana; Kalamazoo, Michigan

Originators and Producers of

INGACLAD
STAINLESS-CLAD STEEL

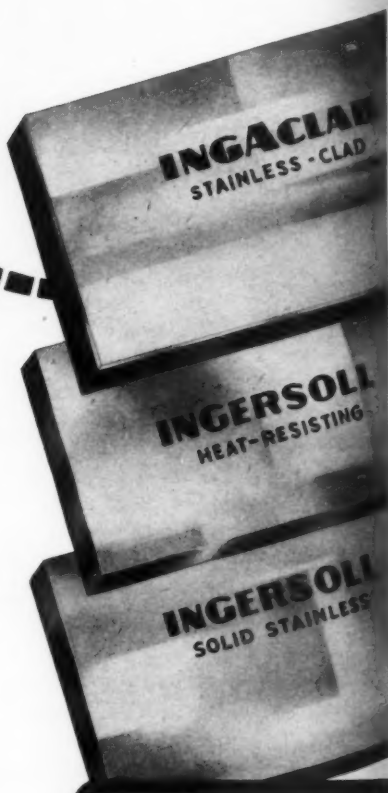


CHECK items in which
you are interested

- ☐ IngAclad Two-Ply Stainless-Clad Steel
- ☐ Ingersoll Heat-Resisting Steel
- ☐ Ingersoll Solid Stainless Steel

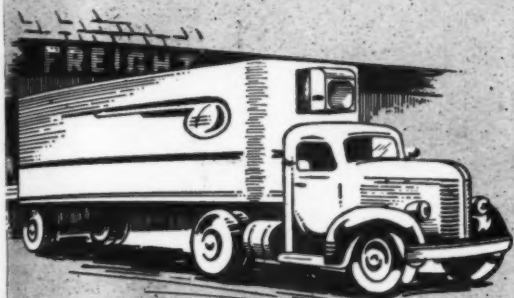
All of the above Steels
in Chrome-Nickel Types

- ☐ Free Manual of Welding and Fabricating Procedures for IngAclad



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WHEN YOU NEED IT!

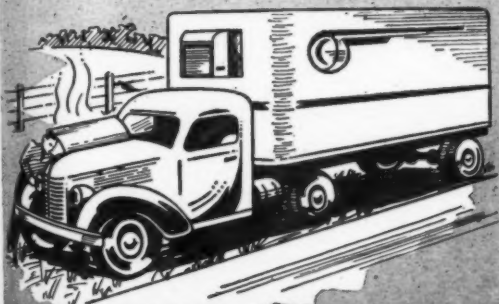


AT THE LOADING DOCK



*Sturdy One Piece Construction
... nothing more to buy!*

ON THE ROAD



AND EVEN DURING BREAKDOWNS

COMPLETE, automatic THERMO KING assures constant refrigeration at all times. Powered by a self-contained air-cooled gas engine and controlled by a thermostat, THERMO KING will keep perishables safe for long periods of time . . . on the road . . . at the loading dock . . . during breakdowns.

Requires no connection to the tractor
... is easy to install.

THERMO KING

Automatic REFRIGERATION
for TRUCKS and TRAILERS

THERMO KING'S patented "mount-forward" design takes up only 7.53 cubic feet of payload space . . . eliminates the equivalent of five barrels of ice and salt. Any driver can operate THERMO KING . . . just fill the tank . . . "Set the Thermostat and Snap the Switch." Investigate THERMO KING now! . . . Send coupon today for complete details.

U. S. THERMO CONTROL CO.

PIONEER MANUFACTURERS OF TRANSPORT REFRIGERATION

44 SOUTH TWELFTH STREET MINNEAPOLIS 4 MINNESOTA

U. S. THERMO CONTROL CO.

44 South Twelfth St., Minneapolis 4, Minn.
Please send me additional information about
THERMO KING Automatic Transport Refrigeration.

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ADDRESS _____

CITY _____ Zone _____ STATE _____



ARMOUR NATURAL CASINGS

Armour Sheep and Hog Casings give your sausages the same sales-appealing, well-filled appearance every time!



- ★ *Plump!*
- ★ *Tender!*
- ★ *Fresh!*
- ★ *Uniform!*

ARMOUR and Company

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Squeeze of Higher Costs Cuts Wilson Earnings for 1945

THE decline in the net income of Wilson & Co., Inc., for the fiscal year ended October 27, 1945, to \$5,036,602 compared with adjusted net income of \$7,156,702 in the preceding year, was principally due to higher wage costs and higher livestock prices without commensurate increases in ceiling prices or subsidies, President Edward Foss Wilson told stockholders this week in his annual report.



E. F. WILSON

After preferred stock dividends, the 1945 earnings were equal to \$1.64 per share of common stock against \$2.61 per share in 1944. Net earnings for 1945 were equal to only 1.07c per dollar of sales and were considerably below the company's average earnings per dollar of sales for the past ten years, Mr. Wilson said. Net earnings in 1944 amounted to 1.34c per dollar of sales.

Net Sales Off 12 Per Cent

Net sales of the company totaled \$468,638,536 in 1945 compared with \$532,561,322 in 1944, showing a 12 per cent decline. Mr. Wilson pointed out that the drop in sales volume was caused by a sharp reduction in the number of livestock processed.

Current assets of the company as of October 27, 1945, totaled \$69,328,412, including \$30,647,994 in inventories of packinghouse and other products, compared with current liabilities of \$24,333,099 on the same date.

President Wilson pointed out that the firm made substantial progress in improving its capital structure during the 1945 fiscal year. The firm retired 50,698 shares of the 324,783 shares of \$6 preferred stock outstanding at the beginning of the year. Since the end of the 1945 fiscal year, the remaining outstanding shares of \$6 preferred have been eliminated by a new issue of 250,000 shares of \$4.25 preferred, the issuance of 115,818 additional shares of common, and the use of approximately \$1,260,000 of company funds.

The latter transactions have had the effect of increasing the recorded value of capital stock approximately \$3,040,000 and reducing earned surplus by

(Continued on page 39.)

AMENDMENT 4 TO MPR 574 REQUIRES TAGGING OF ALL BEEF QUARTERS

A provision requiring a slaughterer to tag each quarter of the cattle he kills with the serial number, date of slaughter and hot dressed weight is one of the changes made in MPR 574 by Amendment 4, which becomes effective February 4. Principal changes in the regulation are as follows:

1: Section 1(b), exempting sale of cattle for serum or vaccine production or for breeding or dairy purposes, is amended to provide that the exemption shall apply in such a case only where the slaughterer who purchases cattle or calves for the exempt purposes furnishes to the seller a signed statement of the name and address of the buyer and seller and the exempt purpose for which the cattle or calves are to be used.

2. Section 2(b) is amended to remove any doubt as to what is meant by the term "price . . . paid for such animals." The amendment provides that the "price" paid for cattle shall be the total cost thereof, including purchase price, transportation, feed and bedding in transit, yardage and commissions, if any, incurred by the original purchaser prior to the sale or transfer of the cattle to the buyer. In the event the purchaser separates into lots for resale purposes cattle purchased by him and covered by one purchase invoice, the total amount received by the original purchaser upon resale of such lots must equal the total price paid by him.

3: Section 5, pertaining to records and reports, is amended to require each slaughterer to attach to each quarter of each dressed carcass of the cattle he kills, a tag containing (i) the serial number of the carcass, (ii) the date the

(Continued on page 38.)

Major Plants Back in Operation under Government Control

GOVERNMENT operation of a number of the nation's major meat plants went along smoothly this week after the elimination of a few difficulties connected with the back-to-work movement of the strikers.

Considerable attention was focussed on the deliberations of the fact-finding panel in Washington as the group heard the final arguments by the packers and unions. There were unconfirmed reports that the board may recommend a 15c increase in basic wage rates. At the same time members of the industry continued to point out that any wage increase must be offset by a raise of at least 50c per cwt. in product ceilings.

The American Meat Institute submitted to the panel this week some facts relating to the meat packing operations of the entire industry, emphasizing:

1: That any recommendations which the panel makes and which become effective may tend to set a pattern for the industry.

2: That any wage adjustments that may be made must be offset simultaneously in their entirety by compensating adjustments.

3: That financial results by species of livestock, rather than on over-all company operations, must be the basis of determining the earning capacity of meat packing operations, and that the results by species of livestock in the past year were inadequate.

4: That any adjustments in prices recommended should be applicable equally to all segments of the industry.

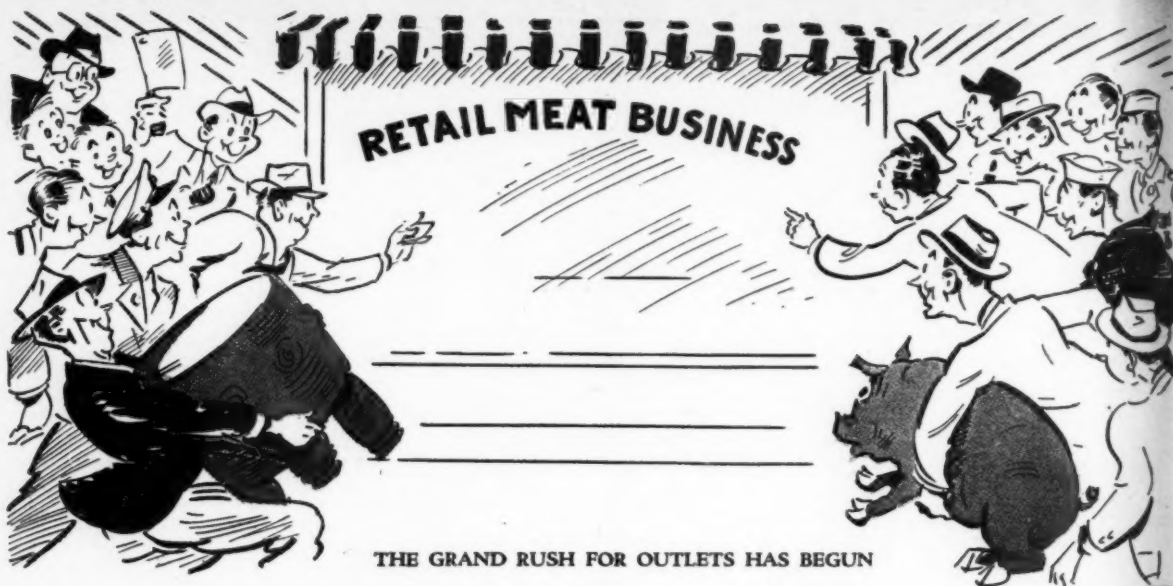
The workers were back in the plants at their old rates of pay, but the gov-

(Continued on page 28.)

PANEL HEARS BOTH SIDES

Members of government fact-finding board who concluded hearings on wage controversy in Washington this week (l. to r.) Chief Justice Raymond W. Starr of the Michigan Supreme Court; Chairman Edwin E. Witte, Wisconsin university professor, and Clark Kerr, California university professor and former chairman of WLB meat packing commission.





THE GRAND RUSH FOR OUTLETS HAS BEGUN

Be a Little Choosy About That New Crop of Retail Customers

First Determine Their Stability and Whether Their Business is Worthwhile—If You Find That It is, Then Give Them Your Help

MEAT plant sales managers, credit managers and salesmen will face some interesting new problems in the next year or two in connection with the birth (and death) of many new business ventures.

Reports from several states indicate a growing crop of new enterprises in the retail and service fields. In California, for example, 7,528 new retail and service establishments opened in October; 531 of these were food stores and 1,497 were restaurants. In Ohio, incorporations are being made in 100 per cent greater volume than early in 1945. In Massachusetts, firms are being incorporated at three times the normal rate.

Returning war veterans, war plant workers with savings and hundreds of former meat industry employees are starting new businesses which may or may not be successful. Many of these enterprises will be in the food field—meat markets, combination meat and grocery stores, delicatessens and other food shops and restaurants—which will want to purchase meat from the packer and sausage manufacturer.

Many Will "Die" Early

Past experience has shown that the great majority of the new ventures will fail within their first two or three years of life. Since the influx of the inexperienced into trade is now probably greater than normal, the mortality of the venturers may exceed even the high

rate of past years. However, a number of the new firms will succeed.

The packer will (unless he is very astute) be doing business with both those who fail and those who succeed. Immediate formulation of sound credit and sales policies toward new business ventures may save him loss and trouble later on and, at the same time, enable him to improve and enlarge his group of good, sound accounts.

The packer may find it worthwhile to work toward the following three objectives in dealing with new customers in the retailing and food purveying fields:

1: To obtain reasonable assurance, through analysis of the venturer's experience, size and kind of establishment, location, market, etc., that he will be a worthwhile customer; that is, that he will probably buy consistently in sufficient volume and without excessive service requirements over a significant period of time. This would seem to call for a forecaster of extraordinary ability; however, there are usually indications in the packer's own records as to the sizes and kinds of business which he has found it most and least worthwhile to serve in the past. Some research done along this line several years ago will be mentioned later in this article.

2: To obtain reasonable assurance of the business and credit stability of the new enterprise. This may include: a) complete investigation of the financial

stability of the business from the standpoint of its ability to withstand reverses or an initial difficult period of building up trade; b) study of the previous business record of the venturer, or, if none exists, then the record of his personal credit; c) the actual business experience (all lines) of the individual, and, d) the extent of the individual's experience in the meat business.

3: If and when it has been decided that the new business man is potentially a worthwhile customer and a good credit risk, to extend all reasonable assistance in helping him succeed in his venture.

Make Analysis Now

Even though the opening of a new account may not involve the extension of credit, it is worthwhile to make an analysis of the customer's desirability and responsibility at the beginning. He may ask for credit later, and the investigation may then be skimmed over, or the facts may not be available upon which to make an intelligent decision.

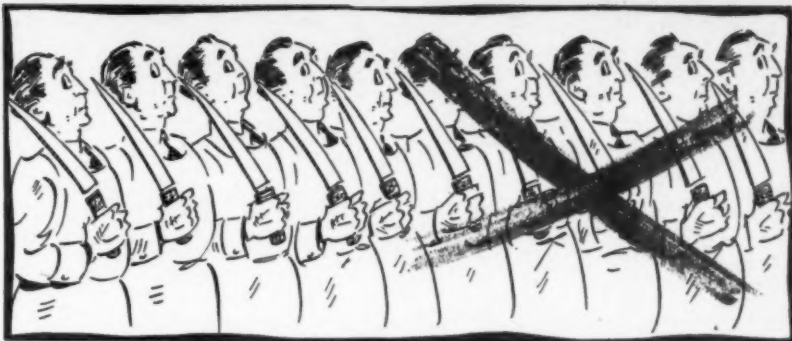
How can the packer judge whether a certain business (irrespective of its credit standing) will be a worthwhile customer? As was pointed out earlier, the packer's own records should give some indication of the types of customers it is most profitable to serve. This may well vary according to the kind of business conducted by the seller; a delicatessen or lunch stand may be only a fair or a poor customer for a

packer but a worthwhile one for a sausage manufacturer.

A study of "Customer Turnover Experience of Meat Packing Companies" by Howard C. Greer, conducted by the Institute of Meat Packing of the University of Chicago in 1933, yields some criteria which might be utilized in formulating policy toward new customers.

The study, covering the customer experience of three packinghouse distributive outlets in the Chicago area over a five-year period, resulted in the following conclusions:

- 1: Packers will find it worthwhile to discriminate in the selection of customers, in an effort to identify and cultivate those likely to prove permanent and profitable.
- 2: Meat markets, including meat departments of combination stores, are the most promising type of customers, though institutions, jobbers and bakeries make records which are generally satisfactory. This conclusion is based on analysis of the records of these customers as to mortality, average total purchases, size of average order and bad debt losses.
- 3: Straight grocery stores, delicatessens, restaurants, lunch stands, drug stores and miscellaneous types of customer seldom buy for long enough or in large enough quantities to justify their cultivation as customers. Bad debt losses are frequent and heavy in proportion to sales.
- 4: Large stores are better customers than small ones, but many small stores furnish a reasonable volume of business and have fairly long service-lives.
- 5: The customer who begins buying in a small way usually continues to buy that way. Few customers whose first-month purchases are less than \$50 ever amount to anything.
- 6: Lack of success on the part of the



HALF OF NEW CUSTOMERS CEASE BUYING WITHIN FIRST 12 MONTHS

customers themselves is the principal cause of lost customers.

7: Since the accounts of long standing are generally the better customers, and have the better chance of survival, it should be worthwhile for a packer to spend more time in efforts to promote the success and continuance of these accounts and less in the indiscriminate solicitation of new customers.

8: Study of the characteristics of various classes of customers should lead to better advance judgment of their possibilities and should bring about concentration of selling effort on the more productive accounts.

Mortality Rate is High

It is interesting to note that the study revealed (in the case of the group of accounts analyzed) that the "service-life" of most packer customers is short, and the "turnover" of customers is very rapid. Of the 2,442 customers served by these branch houses during the five-year period, 1,685 of them, or 69 per cent, had ceased to buy before the end of the period. The average number of active accounts at any one time was about 800, indicating a complete turnover on the average of once every 19 months. An even 1,000 customers, about 40 per cent of the total number served, were on the books for less than six months.

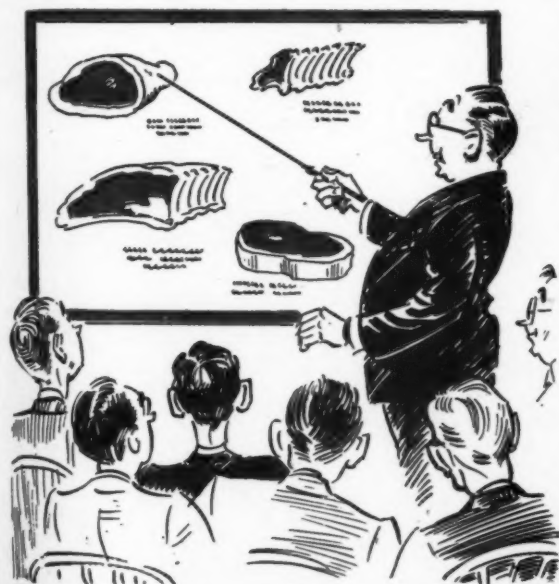
The loss of customers is most rapid in the first year of the customer's service life. Of all new customers in any year about 50 per cent cease to buy within 12 months of their first purchase. Another 15 per cent is lost in the second year and probably 10 per cent more in the third year. Less than 20 per cent are still cus-

tomers at the end of four years, the study disclosed.

How can the packer help the deserving new enterprise, which appears to be a desirable customer, to succeed? While he will wish to do very little for the inexperienced "try-anything" venturer, and can give little aid to the enterprise which is started in a poor location or with insufficient capital, there are instances in which the packer, and particularly his salesmen, can extend help that will mean the difference between success and failure for the new business.

Methods of helping the new retailer build a sound foundation include the five points enumerated below:

- 1: Distribution of literature, charts, etc., explaining the fundamentals in the operation of a retail meat department or store, with particular emphasis on pricing, cutting, care of product and merchandising. In case the packer does not wish to prepare this material, copies of such booklets as "Cashing in on Beef," "Cashing in on Pork," "Cashing in on Lamb," "Pricing Retail Meat Cuts" and "Increasing Meat Sales" may be purchased from the National Live Stock and Meat Board for distribution to dealers.
- 2: Slanting dealer advertising literature and advertising in retail trade publications toward showing the new retailer how he can sell meat. Playing up the "how" as well as the "why" angle should be a part of all packer advertising material for at least the next two years. The new dealers will have to be shown how to use counter cards, pennants, windows and other displays most effectively.
- 3: Establishment of a "clinic" made up of members of the packer's staff to answer questions and help with the new dealer's problems.
- 4: More and better sales meetings for the packer sales staff, as well as dealer meetings at which the company's products are demonstrated and explained.
- 5: Instruction of the firm's sales staff in the fundamentals of retail market operation, and particularly in merchandising and pricing, so that in their regular selling rounds they can give sound advice to the new meat merchants.



REGULAR DEALER, SALESMEN MEETINGS HELPFUL



Use of Glass Block in the Meat Plant

GLASS block is a material the packer will want to consider in planning the modernization of his old plant or the construction of a new one. It is neither a magic building material nor a substitute, under all circumstances, for older methods of introducing outside light into a plant, but it is useful and possesses certain advantages when it is employed correctly.

Let us look first at its limitations:

First, it must be remembered that in a department requiring frequent air changes and the elimination of vapor, windows must be provided in the glass block panels or some mechanical means adopted for supplying fresh air and eliminating the stale. Requirements with respect to this point will depend on conditions in the department, the attitude of regulatory authorities, etc.

Second, glass block is not a load-bearing material, such as brick or concrete. While it can be used at any floor level, and will support its own weight, it cannot be employed to carry a heavy load.

Third, it is more costly to construct a wall of glass block than one of ordinary brick since the block must be placed with greater care and allowed to settle after a few courses have been laid.

Glass block can be used to good advantage in window openings and in exterior and interior walls to transmit the maximum amount of outside light and to improve both the exterior and interior

appearance of the plant. If glass block is used properly in walls it can provide almost all the light necessary for sanitary operation of the plant. The exact amount of glass block needed to satisfy the requirements of the Meat Inspection Division with respect to a particular plant or department should be determined with the aid of a competent architect and the MID.

One big advantage of glass block is the ease with which it can be kept clean and presentable. In smaller areas the glass block can be cleaned with a damp cloth, while a hose and a brush will do an effective job of cleaning on larger sections. Cleaning is unimpeded by the numerous mullions or cross sashes common to the ordinary glass window and is aided by the fact that glass block does not highlight dirt. Labor is saved since glass block does not require the painstaking care needed for cleaning glass windows, which must be damp-

ened, squeegeed and finally wiped around the frame. Furthermore glass blocks do not require cleaning as frequently; the translucent non-transparency of the block makes dirt less visible than on ordinary glass.

When used inside the plant as a partition between sections, glass block is much easier to clean than wooden walls or common brick walls and does not require the repainting needed by the other two materials.

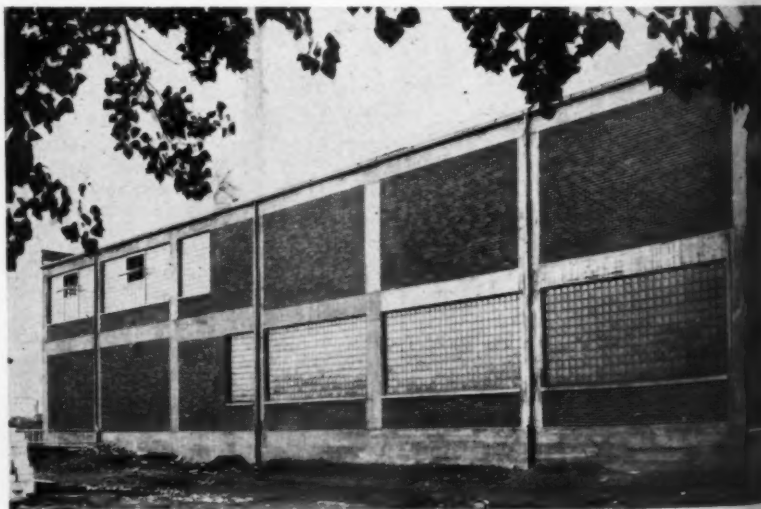
Better Looking Exterior

Many plants are using glass block to form a considerable part of their wall area, ranging from the space normally devoted to windows, to entire wall sections minus the area devoted to concrete supporting columns. One advantage of devoting the maximum amount of wall space to glass block is that the appearance of the plant is improved. And the sharp appearance of the plant can be prolonged indefinitely by an inexpensive

water and hose cleaning—far less costly than that required for other types of exterior finish. Glass block cleaning can be done during slack times by maintenance employees. The ease of maintaining good exterior appearance is of particular importance to a meat packer who is located in an industrial community where soot begrimes a building very quickly.

Glass block is replacing windows as the block transmits light freely and has a longer life. In a meat plant the average window sash has a life expectancy of about ten years after which it must be replaced. While the window is in use it must be painted at frequent intervals. Neither metallic nor wood sash is easy to maintain in many meat plant locations. The life of glass block is indefinite.

It is claimed that glass block does a more efficient job of transmitting light than ordinary window glass. The light



HOW TWO PACKERS USE GLASS BLOCK

TOP: Retort room in a large midwestern packing plant gets plenty of light through its glass block walls. **RIGHT:** Glass block works in well with other materials to give plant exterior a clean, modern appearance.

admitted by the block is soft, diffused, pleasant and unaccompanied by glare. The nature of light that comes through glass block makes for a cheerful room, a factor of importance in production. One meat packer in the Chicago area is now replacing part of his outside brick walls and inside glazed tile with glass block to improve working conditions in the plant.

Used for Partitions

Use of glass block in the plant to form walls or partitions is favored over the use of glazed tile (the cost of the two materials is comparable) as it increases the total amount of light that is diffused throughout the plant. The amount of natural light that is admitted is controlled by the extent of the outside wall area devoted to glass block walls or windows, and by the use of special glass block patterns with which the light can be directed through various sections of the plant. One packer has made extensive use of this material on the hog killing floor.

Entry or loss of heat through glass block is impeded by a dead air space in the block. This makes it easier to control temperature and relative humidity within the building, especially where air conditioning is employed, and may result in lower heating costs. During the summer the glass block is a low conductor of solar heat in comparison with other types of glazing. With glass block, outside light may be secured in some semi-refrigerated spaces, such as boning rooms, where it would be impractical to employ windows.

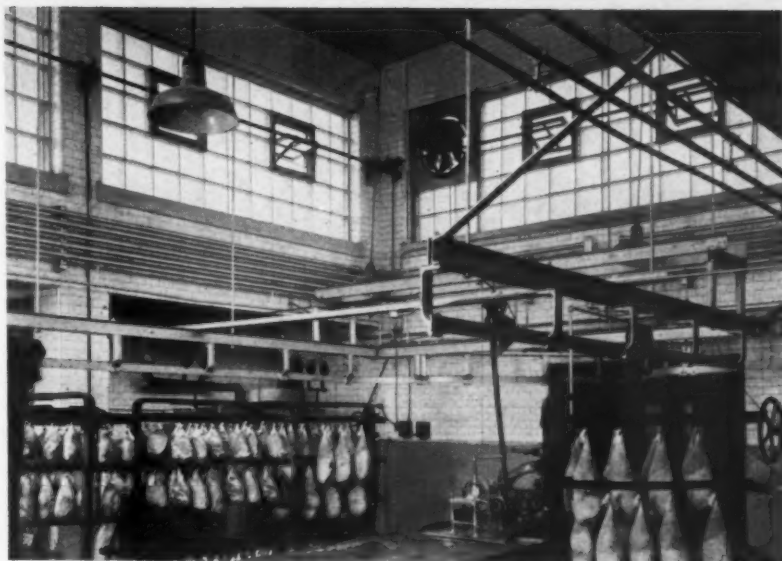
Heat entry during the summer can be further reduced by the use of a special type of glass block; canopies which project from the building and shade the glass can be employed on southern exposures. These canopies will keep out the summer sun, which is at a high elevation, and allow the winter sunlight from a lower altitude to enter. The use of such canopies or other shading devices makes it possible to effect considerable savings in equipment and operating costs when air conditioning is employed in the plant departments where glass block is installed in outside walls.

Comparison with Windows

Ribbed face glass block is reported to cut winter time heat loss by 60 per cent below the level of ordinary windows of the same area; likewise, in summer, heat entry through glass block is said to be 60 per cent smaller than through regular glazing. Use of light-directional and no-glare block is said to increase the latter saving an additional 10 per cent.

Not only does glass block impede heat transmission, but it also deadens sound so that outside noise, which might otherwise distract the workers, is eliminated. The blocks, since they are not transparent, also aid production by shutting off outside distractions.

In contrast with the sash type of window, the block prevents the infiltration of outside dirt and thus reduces the



VENTILATION REQUIRED IN SOME LOCATIONS

This sausage room view shows how the glass block panels are pierced with small windows to provide fresh air. The fan can be used to remove the moist air from the room. Note that the glass block gives the department—one which is too often dark and damp—a sunshine factory look.

amount of effort needed to keep the plant clean. In a sausage room, if outside dirt and soot are allowed to seep in, the ceiling and the walls will need cleaning within a year, whereas a room glazed with block may not require cleaning for several years.

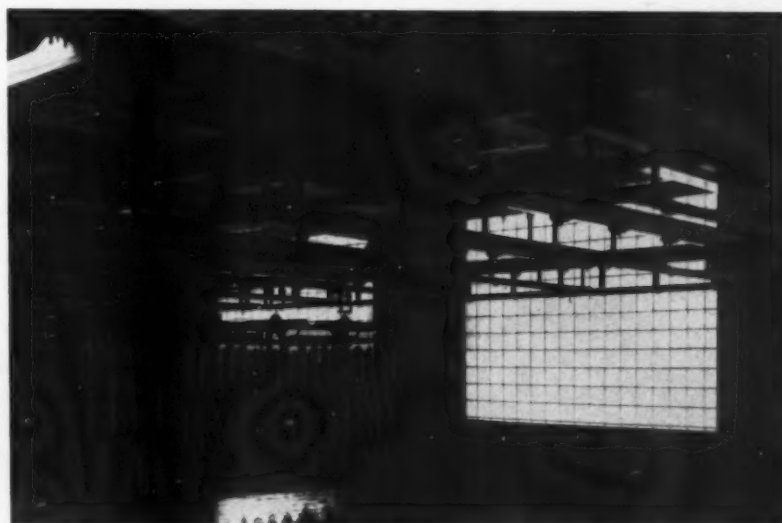
Cleaning water or room humidity will in no way affect the material. If the mortar joints are properly made, moisture will not affect them. There are no projections, such as bars and frames, to collect the moisture and deteriorate. The acids and gases peculiar to a packing house do not affect glass block.

The Owens-Illinois Glass Co., one of the makers of glass block, has prepared

a special mortar mix for high humidity jobs. The mortar has lower expansion, higher density and greater durability than most mortars. This mix is as follows:

1 part waterproof Portland cement;
¼ part high calcium lime, or a lime that has been slacked under pressure to have not over 8 per cent free oxides, and 2½ parts sand. The sand shall be well graded to about the following sieve analysis:

Sieves	Pct. finer than sieve
16	100
30	62
50	35
100	17
200	3



PERMITS LIGHT TO ENTER DARK PLACES

In some plants this sausage hanging room would have little if any outside lighting.

ANEMOSTAT

DRAFTLESS AIR-DIFFUSERS

insure

better preservation of meat

and the
**Packer's
Profits!**



ANEMOSTAT Air Diffusers assure thorough, quick chilling of meats, thereby controlling enzyme and bacteria activity—and protecting the Packer's profits!

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Excessive air motion accelerates drying of meat, which causes excessive dehydration losses. Draftless refrigeration through ANEMOSTATS, prevents excessive dehydration . . . thus preserving the product—and protecting the Packer's profits!

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proves working conditions . . . thus protecting the health and comfort of the workers—and increasing their efficiency.

Constantly increasing usage over the past six years by an imposing list of Packers — both large and small — is proof that "ANEMOSTAT Air Distribution Perfects Refrigeration."

We maintain an Engineering Department which specializes in Packing House Refrigeration. If you are interested in better preserving your products, improving working conditions and protecting your profits, please consult us.

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"NO REFRIGERATION SYSTEM IS BETTER THAN ITS AIR DISTRIBUTION"

Strikers Back at Work

(Continued from page 17.)

ernment may move swiftly to boost these when the panel makes its report. In sending CIO members back to work, union president Lewis J. Clark indicated that Secretary of Agriculture Clinton Anderson had promised him to recommend to the Wage Stabilization Administration the immediate approval of any wage increases suggested by the fact-finding panel.

Industry operations were far from normal at many points. In-plant meat supplies had to be replenished before some departments could get back to work and distribution channels required refilling. In localities, such as New York City, which depends to a large extent upon meat shipped in from western plants, processors and distributors were marking time waiting for supplies. New York slaughtering plants indicated that they would not get into full operation again before February 4.

Cattle Marketings Light

Light cattle marketings and high prices plagued slaughterers at a number of markets. High prices being paid for cattle by some eastern killers, apparently uninterested in compliance with drove cost requirements, made it almost impossible for midwestern packers to fill their own needs and stay in compliance. Receipts at 20 markets for the first four days of the week were as follows:

	Cattle	Hogs	Sheep
January 28-31	199,000	491,000	205,000
January 21-24	135,000	236,000	76,000
January 14-17	127,000	149,000	86,000
January 7-10	290,000	484,000	329,000

After issuing a statement early in the week urging livestock producers to avoid glutting the markets and plants, Gayle G. Armstrong, government representative in charge of struck plants, at midweek urged raisers to market more cattle in order to increase supplies for Army and civilian use. He expressed disappointment at the small number of cattle in Chicago this week and pointed



TELLS STRIKE DECISION

Lewis J. Clark (left), president of the United Packinghouse Workers of America, CIO, telling reporters in Chicago late last week that the strike would continue despite government seizure of affected plants. Later, however, the union changed its decision and ordered members back to work.



out that retention of finished cattle would not only reduce needed feed reserves, but would also be likely to disrupt marketing and the price structure when cattle are thrown on the market later.

Mr. Armstrong called upon the Office of Price Administration to conduct a vigorous campaign against out-of-compliance livestock purchases and black markets in meat so that cattle prices can be brought into line with the prices packers can afford to pay under meat ceiling prices.

Secretary of Agriculture Clinton Anderson warned that unless cattle are marketed in an orderly manner and in large numbers there will be danger of a market glut later. He commended the Chicago office of the OPA for its efforts to check cattle shipments believed to be black market-bound, and favored the adoption of a similar plan at other centers. Secretary Anderson denied reports that the government is considering an increase in cattle ceilings and blamed such rumors for the lag in marketings.

Some packers were inclined to enjoy, at least momentarily, the discomfort of the government in dealing with the problem of obtaining the necessary supply of livestock without violating drove cost requirements. Legitimate operators have been wrestling with this difficulty for months.

As reported in THE NATIONAL PROVISIONER last weekend, the strike at the Hunter Packing Co., St. Louis, ended before the government seizure order became effective; hence the government did not take over this plant.

The following plants and facilities, not included in the list published in the PROVISIONER of January 26, have been taken over by the government:

United Stockyards Corporation (Milwaukee Stockyards), Milwaukee, Wis.

United Stockyards Corporation (Fort Worth Stockyards), Fort Worth, Tex.

Swift and Company (White Provision Co.), Atlanta, Ga.

Armour and Company at Portland, Ore.; Indianapolis, Ind.; Washington, D. C.; Oakland, Calif.; Seattle, Wash.; Tacoma, Wash.; Richmond, Va.; Philadelphia, Pa.

CIO OFFICERS JOIN MEETING

Entering meeting hall at Chicago CIO headquarters last week, prior to making announcement that workers would remain on strike, were (l. to r.) Phillip Weightman, vice president; Herbert March, district director, and Lewis J. Clark, president of CIO Packinghouse Workers Union.

PRICE CONTROL AND SUBSIDY EXTENSION BILL IS INTRODUCED

Reports from Washington indicate that the extension of price control and food subsidies beyond June 30, 1946, will get much attention from Congress during the next few months.

A bill to extend the Emergency Price Control Act and the Stabilization Act until June 30, 1947, was introduced in the House this week by chairman Spence of the House committee on banking and currency. Hearings on this measure (HR 5270) will begin on February 5. The bill is simple and does not call for any major changes in either the price control or subsidy setup; however, it will undoubtedly be amended and changed considerably during consideration by the House, in the opinion of qualified observers.

Opposition Anticipated

The bill, as introduced, does not indicate the amount of subsidies to be paid in connection with livestock slaughter, but provides blank spaces to be filled in by the committee.

Washington observers believe that there will be considerable opposition to the extension of food subsidies and price control, and that strong attempts will be made to bring about basic changes in the manner in which price control is administered. At the same time, a number of Congressmen who dislike subsidies are inclined to agree with the President's belief that they must be continued.

It is understood that the administration has been advised by Congressional leaders to limit its request for extension to vital portions of the price control program and to eliminate present controls that are not essential. However, the first bill introduced on the subject does not follow this line of approach.

Two resolutions—House Resolution 485 and 486—have been introduced to propose the investigation of government policies with respect to food subsidies by the House banking and currency committee.



NEED AN *Extra Slice of Profit* to meet increased costs of operation?

Your Fearn representative can show you ways to cut costs and increase yields of sausage and specialty operations. And at the same time he can give you products with extra eye appeal, greater sales attraction and fine flavor that can't be matched with ordinary ingredients or methods. He can give you all these things by helping you to proper use of Fearn products.

Fearn Laboratories are originators and producers of a complete line of special ingredients for improving quality, sales appeal and profit-producing power of sausage, specialty and processing operations. Ask your Fearn man to demonstrate what he and we can do for you. It will bring you extra benefits and pay you better profits that will go a long way toward meeting higher costs.

Make sausage or specialties, cure meats, or carry on processing operations? There are one or several Fearn products you should be using. Ask for details!



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TUNNEL DEHYDRATOR EMPLOYED FOR MEAT IN NEW ZEALAND

J. C. ANDREWS in the November issue of *Food Manufacture* (British) describes the design and operation of a wartime meat dehydration plant in New Zealand. The unit was situated at the slaughterhouse of Thos. Borthwick and Sons, Ltd., Feilding, and fresh meat from the Borthwick plant was dehydrated there, as well as frozen meat shipped in from other slaughtering establishments.

Frozen meat was thawed by hanging it in a special room where warm air was driven by a series of ducts into the room above the meat and gradually forced down over the frozen material and allowed to escape from the room at floor level. Meat was also thawed by immersing it in water at 70 degs. F. The thawed or fresh meat was trimmed and cut into 5-lb. pieces. These pieces were sliced into slabs not more than 2 in. thick which were placed in perforated metal baskets.

The baskets, containing from 400 to 600 lbs. of meat, were conveyed to wooden cooking vats heated by steam coils. After the initial cook in boiling water, the baskets were plunged for 20 minutes into stock obtained from previous cooks and the material was then drained. The meat was drained and cooled further by dumping it out on a stainless steel receiving table. Surplus stock from the cooking operation was drained into settling tanks, passed through filters and reduced to 15 degs. Baume in a two-stage vacuum evaporator.

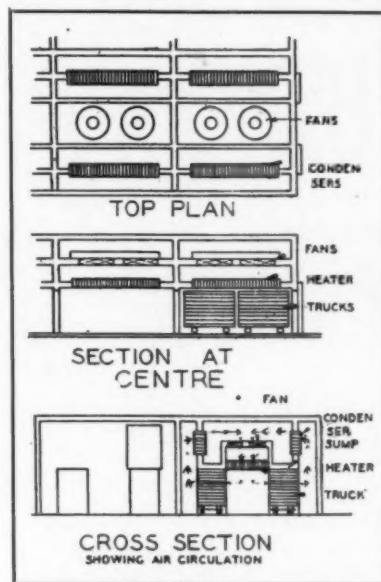
Cooking and Draining

The cooked meat was fed into a power grinder equipped with a $\frac{3}{8}$ -in. plate. The ground meat was spread evenly on trays by dropping it on to a horizontal revolving wheel with four spokes; the meat was thrown to all parts of the tray by the spokes. The underside of each spoke was toothed and made contact with the meat on the tray and served during rotation to effect an even spread. The tray loading was arranged so that the weight of spread was approximately $1\frac{3}{4}$ to 2 lbs. per square foot.

At this stage the concentrated soup obtained from the cooking liquors was returned by spraying it on the surface of the cooked ground meat spread on the

trays. The loaded trays were then placed on trucks, each of which accommodated ninety-nine 3x2 ft. trays and the trucks were dispatched.

The dehydrator used was the double tunnel type and operated on the cross-draught principle; the structure, composed of reinforced concrete internally and externally plastered, was approximately 55 ft. long, 33 ft. wide and 13 ft. high. Each tunnel was divided by a series of partitions into four sections, the internal length of each section being



DETAILS OF DEHYDRATOR

Top plan and center section show the arrangement of the fans, condensers and heating units. Cross section shows how air was moved through the heater and over the meat on trays in the trucks and pulled through condenser and reheated.

sufficient to accommodate two trucks. Four trucks filled a section, two on each side.

The ends of the trucks were solid and lined up with the gaps in the partition walls to isolate each section so that different operating conditions could be applied. Air was driven by a fan over a set of heater coils into a plenum be-

tween the two lines of trucks and built up in operation with a full charge in the section a static pressure of from 1 to $1\frac{1}{2}$ in. water gauge. The air was forced in opposite directions across the trays along the 3 ft. length into two return ducts and, in the course of its return to the fan, passed through two condensers in which cold water was allowed to circulate.

The equipment required in each section consisted of two fans each delivering 20,000 cu. ft. of air per minute, two condenser units, and one heater unit. The heater and condenser units were finned-coil construction; the system was totally enclosed and the fan shafts passed through the top of the structure. Air leakage was avoided by means of oil seals.

The trucks used were approximately 6 ft. long by 3 ft. wide by 5 ft. high, and were fabricated of galvanized iron. They ran on two fixed leading wheels and a single swivelled rear wheel. Each truck was divided into three equal 2-ft. partitions, each of which was provided with guides for 33 trays. The trucks were provided at the base with a drop coupling for attachment to each other.

In operation the trucks were fed into the first section, two trucks on each track, and the entry door was closed. When the necessary time had elapsed in the first section the entry doors were again opened and two more trucks attached on each side, the lines being winched forward until the first two trucks occupied the second section. This operation was repeated until finally the two original trucks were withdrawn from the exit end of the dehydrator.

Control of the temperature and humidity in each section of the dehydrator was achieved by automatic valve control of the quantity of water and steam passing through the condensers and heater respectively, using wet and dry bulb recording controllers.

The actual conditions for the dehydration of a quantity of meat depend largely upon the quantity of fat present, and some experience was required to set the conditions so that the product leaving the dehydrator had the correct moisture content (approximately 5 per cent). The dehydrated product was discharged from the trays and lifted into overhead hoppers, the fat content of the product was adjusted to approximately 40 per cent, using a good grade edible beef tallow, and was then fed into presses and compressed into 6-lb. meat cans. These were closed, tested under pressure for airtightness, dip-lacquered, labelled, and cased for dispatch.

TYPICAL OPERATING CONDITIONS

	Section 1 degs. F.	Section 2 degs. F.	Section 3 degs. F.	Section 4 degs. F.
Dry bulb temp. air off heater.....	200	180	160	140
Dry bulb temp. air off meat.....	171	162½	155½	139
Wet bulb temperature.....	146	127½	113	97½
Temp. water entering condenser.....	60	60	60	60
Temp. water leaving condenser.....	130	120	100	90

Total steam requirements for system, 3,286 lbs. per hour. Time required in each section, two hours.

PAYROLL SAVINGS RECORD

According to a recent issue of the *Anti-Inflation Bulletin*, the meat packing industry was tied with the agricultural implement industry for the third highest percentage of participants' pay deducted for war bond purchases from August, 1944, through July, 1945, with 11.2 per cent each.

OPA Agents Stationed in Buffalo Meat Plants

Eight packing plants in the Buffalo area are "entertaining" unexpected guests from the OPA who dropped in this week for what looms as a protracted visit. District OPA Director Thomas J. Reese explained the sudden move by asserting: "I am convinced that price gouging by some of the packinghouses has reached proportions calling for drastic action."

With this, he sent OPA investigators into the eight Buffalo plants with instructions to keep them "under constant surveillance." He indicated that the same steps would be taken in all other

packinghouses throughout the district.

"We are not indicting the entire packing industry of Buffalo," Reese said, "but this method will put the full spotlight upon those who are chiseling at the expense of their associates who are trying to operate legitimately."

The investigators have been instructed to obtain an inventory of all meats on hand, classified according to grades. Thereafter, they will keep a daily record of meats acquired, according to price, grade and weight. Sales are to be recorded similarly, and at intervals of not more than ten days inventories will be taken. Records of money receipts and bank deposits will also be kept.

Swift International May Increase Stock

A SPECIAL meeting of stockholders of Compania Swift Internacional has been called in Buenos Aires, Argentina, for April 1 to consider a proposed increase in authorized capital stock from 22,500,000 gold Argentine pesos to 45,000,000 gold pesos, or from 1,500,000 to 3,000,000 shares, it was announced last week by Joseph O. Hanson, president. The company, formed in 1918 to handle the South American and Australian business of Swift & Company, operates packing plants in Argentina, Brazil, Uruguay, Australia and New Zealand.

According to Hanson's letter to stockholders, the directors feel it desirable to increase working capital because of the extension of business activity, and while the recommended increase exceeds the present foreseeable need, it was thought wise to provide for the future because of the involved procedure necessary to increase capital. Under Argentine law it will take several months after the stockholders act before the required approval is secured from various Argentine government agencies, he said.

Preliminary indications are that earnings of the company for 1945 will exceed the dividends of \$1.80 a share paid for the year, he reported. In 1944 the company earned \$11.76 a share and paid \$2.50 in dividends. Last year's business was less favorable than in recent years due to a drought in the Southern Hemisphere, strikes in Argentina and other factors beyond control, he said.

Hanson reported that the financial position remains strong and that the company has steadily developed and diversified the business in meat and allied food lines, principally in vegetable oils, dairy and poultry products, canned fruits and vegetables and canned meat.

MANAGEMENT GROUP TELLS PLANS FOR PACKAGE SHOW

The American Management Association announces that the Packaging Exposition of 1946, to be held in the Public Auditorium, Atlantic City, N. J., April 2 to 5, will be the largest in the exposition's 15 year history, with 150 leading manufacturers of equipment, machinery, supplies and services in the field of packaging, packing and shipping taking part.

The subject of packaging will also be explored from all angles at a conference to run concurrently with the exposition, the AMA, which is sponsoring both events, disclosed.

"The great strides made in packaging, packing and shipping during the past 20 years, and particularly during the war, will be in evidence," said Alvin E. Dodd, president of the AMA. "Many exhibiting companies are planning to use the show as a medium for effecting a spectacular introduction of many radically new products and materials."

Try Delicious CHEESEFURTERS with nonfat Dry Milk Solids

"Cheesefurters" (Imitation Frankfurters) *

- 30.00# Beef trimmings
- 18.00# Veal trimmings
- 30.00# Regular pork trimmings
- 12.00# American process cheese
- 10.00# Nonfat dry milk solids
- 2.50# Salt
- 1.80# Cure (1½ pints)
- .38# White pepper (6 oz.)
- .19# Ground mustard (3 oz.)
- 3.00# Fresh onions
- .06# Fresh garlic (1 oz.)
- 45.00# Shaved ice *

152.93# (Will yield about 141#)

*Labeling according to B.A.I. regulations

Grind and chop by the same process as Frankfurters, adding the cheese immediately after the pork trimmings are added.

The nonfat dry milk solids give a flavor and consistency that will thrill your customers and add more food value than any other ingredient.

AMERICAN DRY MILK INSTITUTE, INC.
221 N. LA SALLE STREET, CHICAGO

Domestic Bristles Rated Superior to Most Foreign Types

THE domestic market for American hog bristle has been improving for several years and the upward trend will probably continue, Isador A. Rubin, president of Rubico Brush Manufacturers, Inc., said in a recent address before a business group in Denver, Colo. "It took a global war to awaken us to the fact that we produce a bristle superior to that coming from foreign countries," he declared. "We can also expect the quality of domestic bristle to increase because meat packers are interested in all by-products, especially if the demand is sufficiently large to warrant large scale production."

Russia, which at one time controlled a large share of the world bristle market, no longer turns out this product in such great quantity, Rubin said. He explained this by saying that Russia now slaughters its hogs at an earlier age than formerly, and "the older the hog at time of slaughter, the longer the bristle." Although 65 per cent of Russia's bristle output was once in lengths of 3½ in. and up, only 23 per cent is now in comparable length.

Russian Exports Down

"Where formerly Russia exported about 4,000,000 lbs. of bristle annually, the latest figures that I have been able to obtain indicate that it now exports less than 1,000,000 lbs. a year," Rubin asserted. The reason for this drastic decline is that the Russians now consider the meat more important than bristle, as well as the fact that the revenue for collecting and accumulating bristle does not compensate for the extra feeding of the hogs.

An even larger foreign producer of hog bristle is China, the speaker said, which produces between 5,000,000 and 6,000,000 lbs. annually. "It is my firm belief that Chinese bristle production will be greatly reduced in due time, especially in lengths longer than 3½ in.," he added.

Argentina, Brazil, Uruguay, Chile, Peru, Ecuador, Colombia and Mexico are now producing bristle. This is an entirely new industry for those countries, it was explained, being organized by European refugees who saw their opportunity during the war when bristle from regular sources was not obtainable. The bristle output of these countries reached 1,000,000 lbs. last year. However, the bristle is of poor quality and does not command a ready market in the United States.

American bristle, which Rubin described as being of fine quality, ranges in length from 2 in. to 3½ in., with only limited quantities available in longer strands. Its texture and thickness are similar to Russian bristle, and it is especially suitable for making the finest finishing, enamelling and sash trim brushes.

MEAT BOARD ADVISING ON HOT SCHOOL MEALS

With 6,000,000 or more pupils provided with hot lunches daily in U. S. schools, regional home economists of the National Live Stock and Meat Board are giving all possible emphasis to the place of meat in the school lunch in connection with their nation-wide meat and nutrition field activities. In recent months these staff members have conducted meat programs for school lunchroom supervisors and workers in many cities.

These programs are featured by lecture-demonstrations designed to assist school lunchroom personnel with their specific problems. Attention is given

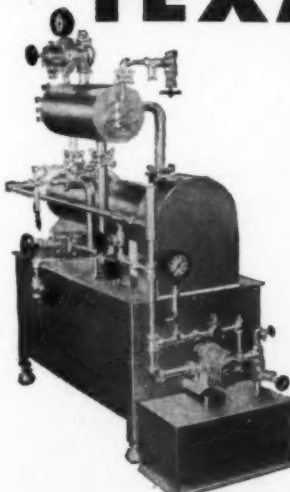
in many schools to the preparation and serving of one-dish meals which provide a minimum of 2 oz. of meat per serving, in combination with other foods. Practical, easily prepared and time-saving large quantity meat recipes for serving groups of 25, 50 and more pupils are demonstrated.

Suggestions are given for making a greater use of the variety meats in the lunch, such as heart and liver.

School lunchroom supervisors, according to the Board, have shown an especial interest in lunches which are high in nutritive value. This gives the staff the opportunity to bring out the importance of meat as a good source of protein, vitamins, minerals, and energy.

ED. AUGER PACKING COMPANY, San Antonio
HIGH GRADE PACKING COMPANY, Galveston
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RUBBER TIRES SAVE PACKINGHOUSE FLOORS
ROLLER BEARINGS SAVE TRUCKERS' ENERGY



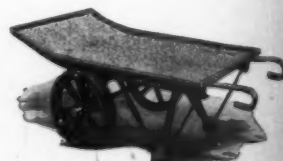
FEATURES

Caster Bolted to Bracket
 Grease-Pin Axle
 Ball-Bearing Swivel
 Bracket Welded to Body
 Grease-Retaining Collar
 Axle Bracket Welded to Body
 Cold-Rolled Axle
 Rubber-Tired Caster Wheel
 Hot Galvanized Body
 Rubber-Tired Wheel
 Zerk Grease Fitting
 Grease Retaining Hub Cap
 Double-Thick Flange
 Reinforced Corner

Along with the important construction details listed are the features of Sanitation, Durability, Balance and Ease of Operation in all ANCO Packinghouse Trucks. Demands of recent years have been for improvements in running gear equipment. The roller-bearing wheels, with hub caps which seal-in the lubricant and the grease-resisting rubber tires, which help preserve the condition of packinghouse floors, have been developed and adapted perfectly to meet these demands. Write for ANCO Truck Catalog No. 68.

THE ALLBRIGHT-NELL CO.

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Up and down the MEAT TRAIL

Personalities and Events of the Week

● Final construction plans have been made by the recently formed Kinston Packing Co., Kinston, N. C., **Leo Harvey**, president, has reported. The full amount of \$250,000 needed to finance the project has been provided by local business men, and building is expected to be started in February.

● The Evans Meat Packing Co. has been incorporated at Gallipolis, O., with capital stock of \$100,000. Incorporators are **Emerson Evans**, **Harland Martin**, **Carroll McKenzie**, **W. P. Cherrington** and **H. W. Cherrington**.

● The Vincennes, Ind., city council recently rejected a proposed ordinance which would permit the construction of slaughterhouses within the city limits. **Wilbur Yates** of the Frosted Food Lockers, who planned to erect a slaughterhouse, appeared at the meeting and explained the modern sanitary methods used in the type of slaughterhouse he planned to construct.

● **H. L. Streeper**, who has just returned to Swift & Company after two years in the Navy, was recently appointed head of the gelatin and glue department at the company's Harrison, N. J., plant, succeeding **H. H. Noble**, who resigned. **C. V. Hopper** was named head of the animal feed department at the same plant, and **H. P. Andreassen** was appointed district sales manager for glue and gelatin in the midwest territory.

● **Lt. Carson J. Morris**, who served with the U. S. Army Air Forces, is returning to **Geo. A. Hormel & Co.**, Austin, Minn., as advertising manager.

● **Hugh Beresford**, 73, who had been active in the meat packing industry in Seattle, Wash., for half a century, died January 23. He was produce manager of **Frye & Co.**, Seattle, for 25 years, and was manager of the firm's Honolulu plant for 12 years prior to Pearl Harbor.

● New equipment installed by the **Winchester Packing Co.**, Hutchinson, Kans., includes an ice machine which will double the plant's refrigeration capacity, and a bacon slicing unit which will slice 750 lbs. of bacon an hour.

● Work is progressing on the **Weidenheimer** meat processing plant at **Kinsley, Kans.** The plant will contain a curing room, beef room, killing floor, lard room and a locker department with 400 lockers for patrons.

● **Earl Anderson**, 54, who was associated with **William Meyers** in a wholesale meat business in **Oakdale, Calif.**, died January 17 of a heart attack. Before entering the wholesale meat busi-



FLAMES ENGULF BUILDING IN CHICAGO STOCKYARDS

Picket lines encircling the Chicago Union Stockyards opened last week to let firemen through to fight a 5-11 alarm fire that completely destroyed a six-story building purchased only recently by **Darling & Co.**, fertilizer manufacturers. Loss was set at \$100,000.

ness, the men had been partners in the City Market at **Oakdale**.

● Ground was broken January 29 for **Swift & Company's** new plant food factory at **Madison, Wis.** **C. T. Prindeville**, **Swift** vice president in charge of the plant food division, turned the first shovelful in the ceremony which marked the beginning of construction by the

Hammond Standish & Co. Receives Safety Award

Hammond Standish & Co., Detroit, has been awarded the **Gen. William S. Knudson Safety Award** by the **Detroit Industrial Safety Council** for having established the best safety record in the small industry group (under 1,000 employees). The company completed a total of 703,720 man hours without a single injury. In addition, the company's commercial drivers operated their vehicles throughout 1945 without a single traffic accident.

The company also received recognition of its safety record in a booklet issued recently by the **National Safety Council**, giving **Hammond Standish & Co.** first place for 1944 in meat packing plants employing 440 employees or less, with an accident frequency rate of 5.9 compared with the average of 24.00, and a severity of .27 as against an average of .61.

J. H. Findorff & Son Construction Co., **Madison** contractors. The factory will be a one-story, fireproof structure, 160 by 192 ft., with concrete footings and steel frames. A second building for office purposes will also be a one-story structure.

● **Jim's Slaughterhouse**, the first commercial slaughterhouse in **Iosco county, Mich.**, has been opened at **Hale** by **James Briggs**, a veteran of **World War II** and formerly proprietor of a slaughterhouse at **Mason, Mich.** Modern equipment for custom slaughtering, butchering, lard and sausage making and curing and smoking meats has been installed in the plant, which will also house a wholesale market.

● **F. B. Edmands**, who recently retired as president of the **Cincinnati Stock Yards Co.**, was honored by farmers, packers, commission merchants and bankers at the **Cincinnati club** recently.

● **J. H. Breen**, **Halifax, N. S.**, a veteran meat wholesaler and president of **W. A. Maling & Co.**, one of the oldest meat wholesaling firms in **Nova Scotia**, has indicated that he may be a candidate for mayor of **Halifax** in the 1946 election, it is reported. He has been an active city council member for many years.

● **Manager Percy Ellis** of the **Grinnell Packing Co.**, **Grinnell, Ia.**, has been awarded the **Chicago Quartermaster**

Depot's Certificate of Meritorious Service for his company's outstanding performance in producing and supplying foods to the armed forces of the United States.

- Oakley C. Willis, 71, assistant director of personnel of Armour and Company's Chicago plant when he retired six years ago, died at his home on January 20 after a lengthy illness.

- Douglas Smith, son of Don Smith, public relations director of Wilson & Co., returned to his home in Chicago last week after three years overseas with the Marines. He entered the service following his graduation from Stanton Military Academy, Stanton, Va., and served with the Fifth Amphibious Corps at Saipan, Tainan and Iwo Jima.

- William J. Eyerman, Columbus, O., meat packer, died recently at his home. He had operated a packing plant at 147 Hanford st.

- The Finley Packing Plant, McConnelsville, O., has received a certificate from the War Food Administration

Morrell Announces Two Executive Appointments

Officials of John Morrell & Co., Ottumwa, Ia., last week announced the appointment of Charles B. McClelland as assistant to J. M. Foster, vice president



C. McCLELLAND



R. M. HANNA

in charge of operations, a new position, and of Raymond M. Hanna as supervisor of the production engineering department, succeeding T. J. Rowe, who resigned recently.

McClelland, son of the late Morgan T. McClelland, who was Morrell director of sales for many years, worked at the Morrell plant during school vacations and later served as a Morrell salesman. He recently was released from the Navy with the rank of lieutenant commander, after more than three years service in various parts of the world.

Hanna has had 15 years' experience in the meat packing field, with Armour and Company, the Wm. Schludenberg-T. J. Kurlde Co. and Hunter Packing Co., and three years on the staff of a Chicago management engineering firm. With headquarters at Ottumwa, he will also supervise activities of production engineering at the Sioux Falls and Topeka, Kans., plants.



RENAMED SWIFT DIRECTORS AT ANNUAL MEETING

Four Swift & Company directors re-elected for three year terms at the firm's annual meeting, January 17 appear above (l. to r.) Charles H. Swift, chairman of the board; John Holmes, president; O. E. Jones, vice president, all of Chicago, and Lewis L. Clarke, New York city.

granting them all privileges of a federally inspected packinghouse. A building expansion program is now under way at the plant in order that cattle may be processed in the future. Present plans are for a slaughter of about 500 hogs weekly.

- Myron D. Lacy, extension director in Clinton county, Iowa, since 1933, joined the staff of the College of Agriculture at Cornell, February 1, as professor of animal husbandry. He will devote most of his time to educational work with beef cattle producers and breeders in New York state.

- Dodman-Ricketts, Inc., a new company, has purchased from Danahy-Faxon Stores, Inc., its wholesale meat business which has been conducted under the name of E. T. Danahy Company, 67 Clinton st., Buffalo. President of the new firm is James H. Dodman.

- A two-story slaughterhouse and stock pens located near Caro, Mich., owned by State Senator William Lee, were destroyed by fire recently, with the loss estimated at \$10,000, about 60 per cent of which was covered by insurance. The slaughterhouse supplies a food store which Lee operates in Saginaw, Mich., as well as other markets in the area.

- Incorporators of the recently organized Somerville Abattoir Co., Somerville, N. J., are John Geronimo, Solomon B. Borsky and Mary Aita, all of Jersey City.

- Plans to slaughter 250 cattle and 500 hogs weekly at the former McArthur plant in Hutchinson, Kans., purchased in 1942, have been disclosed by Frank Ostertag and J. N. Dunn, owners.

- Construction has begun on a 1,000-locker plant at Walnut Creek, Calif., for Lafayette Food Lockers Co., and on a 500-locker plant at Salinas, Calif., for Harry Bock and Aaron Grib, proprietors of Alisal Frozen Food Lockers.

- At the annual meeting of the National Hide Association, held January 21 in Chicago, the following officers were elected for 1946: President, Jack Weiller, Friend Hide Co., St. Louis; vice president, Abe Drasin, Wolverine Hide

Enoch L. Griffith Dies at His Home in Coral Gables

Enoch L. Griffith, chairman of the board of the Griffith Laboratories, Chicago, died January 30 at his home in Coral Gables, Fla. He would have been 81 years old on March 25. He founded the Griffith Laboratories in 1919 and remained active in the direction of the business, although in recent years he has divided his time between Chicago and Florida.



E. L. GRIFFITH

Mr. Griffith was very well known to members of the meat packing industry. A dynamic leader in the development of his company, he was its president from 1919 until 1943, when he retired and assumed the chairmanship of the board and his son, Carroll L. Griffith, became president. Under the elder Griffith's direction the firm developed many new processes and materials widely used in the meat industry.

He is survived by his widow, Mrs. Geneva Griffith; two sons, Carol L. of Chicago, and F. Willard, of Newark, N. J., vice president of the company and manager of the Newark plant, and two daughters, Mrs. Dorothy DeStoll and Mrs. Helen H. Breuhaus. Funeral services will be held at 2 p.m. Monday, at Trinity church, 99th and Winchester, Chicago.

Co., Grand Rapids, Mich.; secretary, E. W. Hickman, Hickman & Clark, Ft. Wayne, Ind.; treasurer, Joseph Adler, Sig Adler & Co., Chicago, and assistant secretary and executive director, Thomas F. Ryan, Chicago.

- Paul W. Trier, general manager of Arnold Bros., Inc., Chicago, has announced the appointment of Thomas Blott as head of the provision depart-

YOUR MEATS WIN FAVOR THROUGH THEIR FLAVOR



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For every type of sausage and prepared meat product

THE PRESERVLINE MANUFACTURING CO., BROOKLYN, N. Y.



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FOR THE SCIENTIFIC PROCESSING OF MEAT AND MEAT PRODUCTS

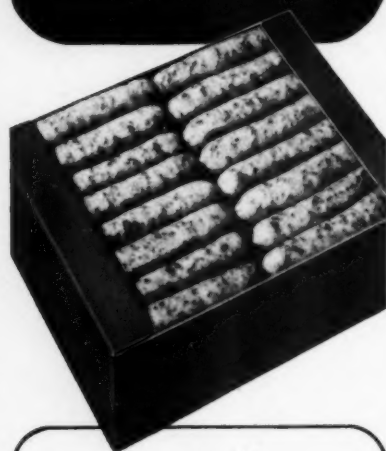
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ment, succeeding Fred Waldmann, who died about two months ago. Blott has served the organization for a number of years in the pork department.

• Carl Pieper has returned to Oswald & Hess Co., Pittsburgh, after more than four years in the Army, including 41 months in Europe helping requisition food for the U. S. Army. "That was the biggest business I was ever in, or hope to be in," he said recently, "but I'd rather be in the meat packing business, even with all its headaches." He is managing Oswald & Hess Co. while President George Hess is spending the rest of the winter in Florida recuperating from an illness.

• The A & M Packing Co., Midland, Tex., recently shipped its first carload of dressed beef to New York and plans to make shipments on a year-round basis. Henry S. Brooks, general manager of the packing concern, said the contract signed with the eastern buyers did not result from the strike situation, but from the fact that more meat is needed in the eastern area.

• Howard G. Ziegler, president, Pittsburgh Association Hotel and Restaurant Meat Purveyors, has gone to Washington to inquire about price markups and product availability. Ziegler has served on Pittsburgh's price panel board since the beginning of the war.

• R. B. Davis, director of the department of information, National Live Stock and Meat Board, and Frank Boles, of the meat merchandising department, appeared on the program of the National Wool Growers' Association's convention at Salt Lake City, Utah, January 27-30.

• Arnold van Hessen, well known in the international casing industry, has resumed his activities as an importer and exporter of natural sausage casings. During the war he directed Netherlands Red Cross activities in New York and bought food for the Netherlands government. He is again located at 80 Wall st., New York.

• Ike Shapiro, of J. Shapiro & Sons, Augusta, Ga., and his wife and daughter were Boston visitors recently.

• R. S. Evans has been appointed superintendent of Arnold Bros., Inc., Chicago, succeeding E. A. Schlesser, who

died recently. Evans was formerly a member of the superintendent's department of Swift & Company's Chicago plant and had been associated with Swift for 27 years at Detroit and Chicago.

• Packing company representatives who will serve on Oklahoma City's Chamber of Commerce standing committees for 1946 include T. J. Dea, Armour and Company, who is chairman of the State Fair committee; J. E. Gill, Armour and Company, vice chairman of the transportation division, and A. C. Johnston, Wilson & Co., vice chairman of the traffic bureau.

• Wilkinson's Locker Service has opened a new 250-unit refrigerated meat and food locker plant at 1209 Branch st., Arroyo Grande, Calif.

• H. McDowell, former manager of the Swift & Company plant at Moultrie, Ga., died recently following an illness of three months. He was appointed manager of the Moultrie plant in 1910 and held that position until his retirement four years ago.

• Fred S. Dick, for many years general manager of the Kuhner Packing Co., Muncie, Ind., has become associated with Stadler Bros. Packing Co., Columbus, Ind.

• The East Georgia Packing Co., Statesboro, Ga., opened for business recently, is manufacturing a full line of sausage products and meat specialties which will be sold to wholesalers throughout the state. It is being operated by J. A. Case and R. L. Clontz.

• Under the direction of John Bunting, construction was started early in January on a 500-unit meat and food locker building costing \$30,000 at 333 Ash st., Red Bluff, Calif.

• Harold T. Jaeke, general superintendent, Oscar Mayer & Co., Madison, Wis., has been named a member of a committee established "to stimulate community action to provide jobs for returning veterans."

• Work will start soon on a frozen food locker and cold storage plant at Salina, Kans., to be operated by Kenneth Mattson, it is reported. The plant, which will be constructed at a total cost of about \$40,000, will contain 925 lockers and processing and meat cutting rooms.

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- ★ Sausage Meat Trucks
- ★ Curing Trucks
- ★ Ham and Bacon Trucks
- ★ Dump Trucks
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PROMPT DELIVERY ASSURED

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OTTUMWA • IOWA

Swift Buys Lewis Packing Plant at Spokane, Wash.

Swift & Company has purchased the John Lewis & Co. packing plant at Spokane, Wash., taking over operations January 28. Ferris C. Booth, Swift employee for 33 years, was appointed manager. In acquiring the Lewis plant, Swift also secured the slaughtering facilities and operating space in the plant which was formerly used by the Home Packing Co.



F. C. BOOTH

Booth started with Swift in 1912 at Jersey City. Since that time he has been associated with Swift plants in Chicago and Cleveland, and just before his recent promotion, was manager of the provision department at the South St. Paul plant.

The Lewis plant, established in Spokane 28 years ago, is one of the most modern packinghouses in the area. Roy S. Hathaway, manager of the plant at the time it was sold to Swift, had been a partner in the firm since 1927. Weekly livestock capacity is between 600 and 800 cattle, 2000 to 3000 hogs, and 2000 to 3000 sheep. The plant consists of three main buildings of solid brick and concrete foundation, concrete holding pens, feed barns and feed lots.

NEW RESEARCH DIRECTOR

The appointment of Harrison F. Anderson, former director of public relations of General Mills, Inc., to the newly created post of director of informational services of the Brand Names Research Foundation, Inc., has been announced by Henry E. Abt, BNRFF managing director. Expanded activities of the foundation, a non-profit corporation supported by manufacturers, advertising agencies and publishers, makes necessary the expansion of its staff, Abt said. During the war, Anderson served as lieutenant commander in charge of the production aids branch to the aircraft production division of the Navy Bureau of Aeronautics.

DEHYDRATORS TO CONVE

Clarence Birdseye, president, Processes, Inc., will address the convention of the National Dehydrators Association in Atlantic City, February 5. At the same session, Dr. Lawrence V. Burton, editor, *Food Industries*, will discuss the need for quality improvement and Dr. Donald K. Tressler, consultant on both refrigeration and food dehydration, will speak on problems of the dehydration industry.

The "Old Timer" Suggests . . .

That You, too, let him help select the knives and plates that will meet your exact requirements and will save you time — money — and labor!

PORK SAUSAGE—the season for heavy demand is at hand. Make it in the form of sausage or patties.

Fresh trimmings are essential and they must be seasoned to a rich, tangy flavor according to your own private formula.

The meat must be cut so the lean and fat show up distinctly so as to provide strong eye appeal. Do not smear or crush the product by improper handling.

Most pork trimmings contain a large amount of soft, fat tissues and if not cut properly, the product will have a smeary and crushed appearance. This will also cause the soft fat tissues to melt and separate from the lean by melting out when cooking, leaving a dry, shriveled-up and unappetizing sausage.

ELIMINATE all these troubles by using the famous C-D V TAPER HOLE PLATE, C-D V SUPERIOR PLATE, C-D TRIUMPH EVERLASTING PLATE for fancy pork or summer sausage.

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**HAM
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It's the good, old-fashioned, full-bodied ham flavor that your customers want. That's what NEVERFAIL gives you. For *extra* goodness, NEVERFAIL imparts to the ham a distinctive, aromatic fragrance . . . because it *pre-seasons* as it cures. In addition, the NEVERFAIL 3-Day Ham Cure always produces an appetizing, eye-catching pink color . . . mouth-melting tenderness . . . and a texture that's moist but never soggy. Write today for complete information.

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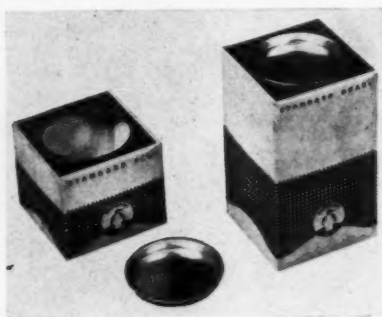
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Canadian Plant, Windsor, Ontario

NEW EQUIPMENT *and Supplies*

FROZEN FOOD CONTAINER

Vapocan, a liquid tight container for frozen foods, has just been announced by Container Corporation of America as the latest addition to its line of containers. Made of paperboard, with a



snap-in metal closure, Vapocan comes set up ready for instant use. No heat sealing or folding is necessary to close it. When filled, it is sealed simply by pressing in the metal closure until it snaps tight.

The entire container is evenly coated both inside and out with a special thermoplastic compound to give it a liquid tight bottom and corners and to provide an effective barrier to moisture vapor transmission. The coating is tasteless, odorless and non-toxic and the metal closure is treated with a special lacquer so that neither can impart any injury to the most delicately flavored foods. The container can be opened and reclosed several times without in any manner damaging the protective seal.

DIELECTRIC HEATER

A new standard 2 kw (output) dielectric heater which operates on a frequency of 27 megacycles is the first of a complete line to be offered in 1946 by the Allis-Chalmers Mfg. Co. This unit will be introduced at the National Metal Congress and Exposition early in February.

Designed for simplicity of control and ruggedly constructed for continuous industrial duty, the new heater employs proven circuits and methods to achieve the utmost reliability, according to the manufacturer. Frequency can be varied through a wide range by a front panel control. An automatic timer controls heat sequence from two seconds to 20 minutes as selected.

An oven, containing electrodes easily set for any desired application, is completely shielded to eliminate undesirable radio frequency radiation. Filament of

a long-life oscillator tube with simplified forced air cooling is protected by a time delay relay. Added protection is provided by an overload plate current relay. Industrial casters make the 30 by 25 by 37 in. two-tone grey cabinet semi-portable. Interlocks on all doors provide complete protection for operators.

Sterilization of foods and defrosting frozen foods are but a few of the applications anticipated for this type of heating.

DDT IN PAINT

"Superior 365," a wall paint blended with DDT under a new patented process, is claimed to be an effective insect eradicator as long as 16 months after a single coat application. Laboratory tests show that seven seconds contact for flies first paralyzes and then kills them in 30 minutes, according to the Superior Paint and Varnish Co., Chicago, which makes the product.

Each square foot of the paint contains 200 milligrams of DDT. The sanitary wall coating has proved effective against 132 varieties of insects. The paint, which is said to be completely harmless to humans, is mixed by adding water to the base.

The makers claim that a retail cost of less than a third of a cent per square foot makes this insecticide paint an economical wall coating for packing plants and other structures requiring sanitary protection.

PORTABLE UTILITY TRUCK

The new Burdax portable utility hand truck, streamlined and durable, provides a number of

extra features that assure labor saving, time saving and longer lasting performance, according to the manufacturer, Burdett Oxygen Co., Cleveland. It is of welded tubular construction, rugged yet light in weight, with lasting, durable enamel finish. It has a curved handle for easier loading and pushing, and is equipped with mechanical rubber tires with oilless bronze bearings and high grade hard steel axle. It is said to be ideal for the receiving and shipping departments, yet small enough to be carried on truck or delivery car.



New Trade Literature

Adhesives (NL 242).—3-M Adhesives were originally developed by the Minnesota Mining and Manufacturing Co., St. Paul, Minn., for use in the automotive industry, but have been expanded to the point where their use has become widespread in industry. Each of more than 800 formulae of 3-M Adhesives has been designed to meet a specific requirement. A representative group appears in a tabulated data sheet which includes information on characteristics and uses of each item.—Minnesota Mining and Manufacturing Co.

Lecithin (NL 248).—The principal functions of lecithin and some of the more common mistakes made in its use in various products are discussed in "18 Mistakes in the Use of Lecithin." It also includes a table listing directions for using lecithin in 30 different products.—W. A. Cleary Corp.

Filters (NL 252).—Filter systems for the chemical, food, fermentation and process industries are discussed and pictured in a brochure published by the Niagara Filter Corp. Sizes, capacities and dimensional data are listed in tabular form, the advantageous features of the Niagara filter systems explained, and operation of the equipment described.—Niagara Filter Corporation.

Open Channel Meters (NL 255).—A bulletin featuring Bailey open channel meters for industrial wastes, sludge and irrigation water has recently been published. The meters described in this bulletin are of both the direct mechanical and the electronic telemeter type. A wide selection of registers having various combinations of indicating, recording and integrating features is illustrated. Alternate methods for mounting registers on wall, panel and pedestal are shown.—Bailey Metal Co.

Grease Interceptor (NL 257).—The Josam Mfg. Co. is offering the new Josameter, a handy pocket slide rule which automatically selects the proper size grease interceptor to be used with any size or type of sink or fixture. It also contains the sizing information needed for the most common types of installations.—Josam Mfg. Co.

Use this coupon in writing for New Trade Literature. Address The National Provisioner, giving key numbers only. (2-2-46).

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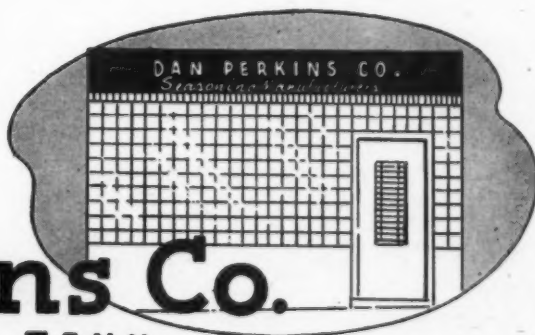
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When Seasoned with
PERKINS PORK SAUSAGE
SEASONING
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ORDER NOW!

The #155 Great Lakes electrically heated brander is the proper solution to branding "READY-TO-EAT" hams and other products in accordance with new regulations. Brass roller die marks READY-TO-EAT in $\frac{3}{8}$ " letters, repeated each $1\frac{1}{2}$ inches as required, with sharp letters that leave a clean, attractive imprint. No smear, no blur.

EASY TO USE: Just roll the brander across the inking pad, then down the ham, as shown. Heated roller die dries the ink immediately, leaving a

clean, sharp, attractive strip of identifying marks. This brander has no self-inking fountain roller, like other Great Lakes branders, because grease from fat side of ham coats inking roll and stops flow of ink.

Your brand name (up to 9 letters) can be included in $\frac{1}{4}$ " letters at no extra cost. Extra roller dies \$27.00 each. Combination ink pad stand with 10" round pad, \$6.75 each. Great Lakes quick-dry violet ink, \$3.50 per single gallon. **SEND ORDER TODAY!**

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For Every Packinghouse Need

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MEAT BAGS

VICTORY

BEEF SHROUDS



CINCINNATI COTTON PRODUCTS CO.

CINCINNATI, OHIO

Courts Refuse Injunctions on Drove Cost Violations

Although in several recent cases U. S. district courts have refused to issue injunctions sought by the Office of Price Administration against cattle slaughterers out of compliance with the drove cost requirements of MPR 574, these favorable decisions should not be construed as meaning that the courts have limited OPA's enforcement powers.

In two cases, in which Trunz, Inc., and Frank Wolk were involved, the U. S. court for the eastern district of New York based its denial of injunctive relief on findings that the violations apparently were the result of error, unintentional and, in one of the cases, insignificant in relation to the total cost of livestock purchased. The court pointed out, however, that difficulties encountered in complying with MPR 574 are no defense in an injunction action instituted by OPA, and that the injunctions were being denied without prejudice to renewal of the pleas in case of further violations. The court noted that the injunctive process is designed to deter and not to punish unintentional and unimportant violations.

In a case decided in U. S. district court for the middle district of Pennsylvania, the court held that there was doubt whether an overpayment of \$154 in the first month after MPR 574 became effective was intentional or significant. The court stated, however, that its opinion should not be interpreted as condoning violation or as a license to continue non-compliance and directed the defendant to take measures immediately to conform to the regulation.

AMENDMENT 19, MPR 469

Amendment 19 to MPR 469 effective February 5, adds provisions requiring dealers, order buyers and slaughterers who purchase hogs for exempt purposes to preserve and keep copies of the signed statements they are required to deliver to sellers as a condition of being able to purchase for exempt purposes; requires all purchases made by dealers, order buyers and slaughterers, whether for exempt purposes or otherwise, to be subject to the record-keeping provisions of Section 8 and the invoicing provisions of Section 12; and revises the requirements of Section 2 (e) to permit the use of scales not located on the premises of a terminal market, interior market or buying station under certain restrictions.

The amendment also adds a definition of "auction market"; adds provisions requiring hogs, sows, boars and stags not to be weighed in lots with other hogs except in instances where the price per cwt. charged or paid for such lot does not exceed the applicable ceiling price established for sows, boars and stags; adds record-keeping provisions requiring the retention and preservation of certain documents, and adds the standard provision authorizing the filing of petitions for amendment.

Flashes on Suppliers

WESTINGHOUSE ELECTRIC & MFG. CO.—Setting up of a nationwide organization of independent distributors to serve as application engineers and as sales and service outlets for the Sterilamp, a bacteria-killing device, has been announced by the Westinghouse Lamp Division, Bloomfield, N. J. Charles W. Flood, jr., manager of the division, explained that the firms appointed as distributors would provide close-to-home service for industries and other users of Sterilamps for they will have on their staffs engineers trained to recommend proper application of bactericidal ultraviolet as well as to provide a service assuring continuance of its effectiveness.

SYLVANIA INDUSTRIAL CORP.—Harry H. Replogle, senior vice president of Sylvania Industrial Corp. who has been in charge of sales since the company was founded in 1929, is retiring from the active work of that position to devote his time to other interests. He will, however, continue as a director and as consultant of the company, which manufactures cellophane and other cellulose products. Throughout the

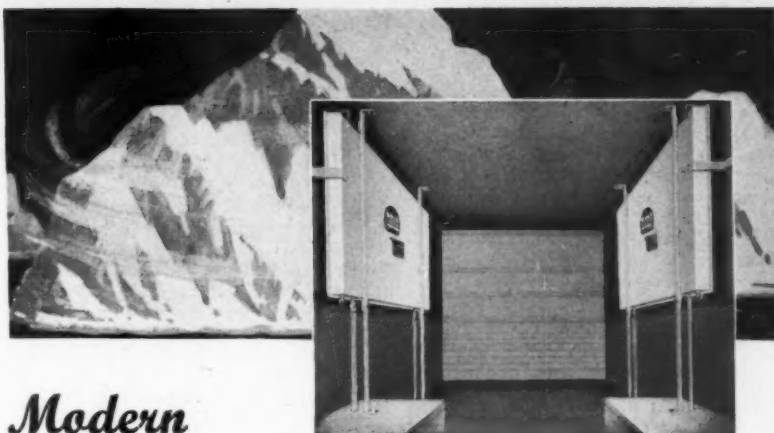


H. H. REPROGLE

years Replogle maintained a personal interest in all the accounts and was acquainted with most of them and with their individual requirements. He is planning to devote part of his time to satisfying a life-long ambition—farming, having recently completed the purchase of a well-equipped farm.

LEVI-OPPENHEIMER CORP.—Effective January 1, 1946, the corporate name of O'Lea Knitting Mills, Inc., was changed to Levi-Oppenheimer Corp. S. Levi, president of the new firm, is well known in both his own field and in the meat packing and sausage manufacturing industry as he has been active in the manufacture of stockinettes, bags, etc., for more than 18 years. Operations will continue at 1882 Flushing ave., Brooklyn, N. Y., where many improvements are reported in the plant and machines.

LEEDS SALES CO., INC.—The specialty packaging division of this firm, a successor to Leeds Sher Company (dissolved), has its headquarters at 34 West 34th st., New York City. It handles the design, development and fabrication of functional and merchandise packaging, embracing cellophane, metal foils, plastic films, set-up and folding boxes, corrugated containers and printed and die cut specialties. Associated with the firm is Carl M. Leeds. Kent H. Leeds is expected to join it shortly.



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When you see Dole Holdover Plates in a truck or trailer, you know the perishable food is delivered in perfect condition.

Dole Plates are also invaluable in Fast Freezing and Storage Rooms.

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Changes in MPR 574

(Continued from page 17.)

animal was slaughtered, and (iii) the hot dressed weight of the carcass if the slaughterer has the facilities for obtaining such weights. Each carcass is required to carry four tags bearing the same serial number, one to be attached securely to each forequarter and each hindquarter and to remain so attached until the meat is removed from the cooler for delivery. The slaughterer is also required to keep a daily work sheet showing the serial number of the carcasses, their hot and chilled weights. If the slaughterer cannot obtain the hot weight, he is required to place the serially numbered tags on each quarter at the point of first weighing. In such case, each tag must show (i) the serial number of the carcass, (ii) the date of slaughter, and (iii) the actual weight of the entire carcass when weighed.

4: Section 5(b) is amended in three respects. First, it is somewhat relaxed in that it requires persons killing cattle for others to prepare and mail the report only in cases where the carcasses derived from such slaughter are intended for sale purposes. Secondly, Section 5(b) is amended to provide that each slaughterer shall keep at his office for inspection by OPA all records pertaining to his compliance; furthermore, with respect to cattle owned by persons other than the operator, he is required to keep complete and accurate records showing the name and address of the

owner and the number and live weight and dressed weight by grades of cattle slaughtered and other relevant information. Third, the amendment provides that the regional administrator may, by order, direct operators of establishments which slaughter cattle for others to file the required copies of the DS-T-47 forms with appropriate district office.

5: Section 9, Paragraph (b), is revised to provide that, if the "calculated live weight" of the cattle slaughtered exceeds the actual "net live weight," the maximum price of the established prices for each grade shall be multiplied by the "actual" live weight of such grade rather than by the calculated live weight of such grade to determine the maximum permissible payment.

6: Section 9(d)(4) is amended to provide that any person violating any provision of Livestock Slaughter Payment Regulation 3, Revised, in making the calculations and determinations provided for in paragraph (d) shall be deemed to have violated the provisions of MPR 574 and shall be subject to all Emergency Price Control Act penalties.

7: Section 10(a) (Reports required of slaughterers subject to the provisions of Section 9) is amended to provide that the regional administrator may, by order, direct slaughterers to file the required DS-T-55 forms with the appropriate district office instead of with the regional office.

8: Section 10(a)(1) is amended to require the DS-T-55 forms filed by the

slaughterer to contain a statement showing the total number of bulls of all grades included in the drove.

9: Section 10(a)(6) relating to freight deduction on cattle slaughtered in the eastern portion of the United States, is amended to provide specifically that no slaughterer shall be entitled to this deduction unless he files with the DS-T-55 form a copy of the statement required by Section 10(a)(6).

10: The table prices in Section 11(c) is revised to bring the prices into closer alignment with those which slaughterers may pay who determine their compliance under Section 9.

11: Section 12 (special records required to be made and kept by slaughterers subject to the provisions of Section 11) is revised to require such slaughterers to file two copies of the 636-2202 forms with the regional office of OPA not later than the 15th day after the close of the accounting period, unless the regional administrator, by order, directs these slaughterers to file their reports with the appropriate district office instead of the regional office.

12: Section 13(b) is revised by placing the counties of Berkeley and Jefferson in West Virginia from Zone 17 to Zone 19. This change will make the zoning in the cattle regulation in this area conform with the zoning in the beef regulation. The two counties set forth are surrounded by Zone 19 which has maximum prices 10 to 15c higher than those applicable in Zone 17.

AVOID THE TROUBLE OF DEFROSTING



Above is a cutaway view of a cooler with a Reco Refrigerator Fan in operation. Broken lines indicate the constant and gentle movement of air, over and around the coils and between and around stored products.

Because the continuous, gentle circulation of air produced by the Reco substantially reduces operating costs it soon pays for itself by the savings effected.

In addition the Reco dries up wet walls and ceilings; it dissipates odors; restricts dehydration and prevents slimy meat.

EST. 1900

REYNOLDS
ELECTRIC COMPANY

Mrs. Reco Fly Chaser Fans, Refrigerator Fans, Food Choppers, Slicers, Mixers, and Peelers.

2689 W. Congress Street, Chicago 12, Ill.

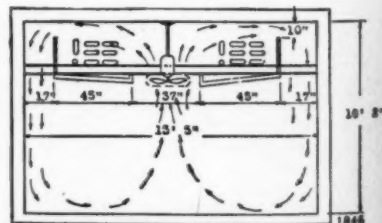
Write for air
flow charts,
data sheets
and complete
information

Reco

BY INSTALLING THE
REFRIGERATOR FAN

Because the moving air produced by the Reco continually "scrubs" the coils, frost and ice cannot gather on them. Consequently the troublesome job of defrosting is avoided. And as there is no ice to insulate the coils, they do not lose their refrigerating efficiency.

Although the operating principle of the Reco is simple as illustrated by the chart below, it is singularly effective. The air constantly circulates between and around all stored products, preventing the growth of bacteria or mold.



Cross sectional view of cooler with a Reco Refrigerator Fan installed showing the air forced upwards, traveling along the ceiling, down the walls and up the center again. Air in every part of the room is kept in motion. There are no "dead air" pockets to promote bacterial growth.

HIGHER COSTS CUT WILSON'S 1945 EARNINGS

(Continued from page 17.)

about \$4,300,000. All the steps taken will reduce the annual preferred stock dividend requirements by \$868,000, or an amount equivalent to 41c per share on the common.

"Scarcely any part of our operations during the past year, or even now, can be reported without referring to the effect of some kind of governmental influence," Mr. Wilson said. "Directly or indirectly, government laws or administrative actions affect our volume, distribution, selling prices, operating costs, buying prices and, at times, even our competitive position.

Price Changes to be Needed

"Subsidy payments on livestock slaughter continue to constitute a substantial part of the gross margin between the cost of cattle, calves and hogs, and the selling prices of our products. Payment of these subsidies will end on June 30, 1946, unless legal authority is extended and further funds provided by the Congress. Substantial adjustments in existing prices of livestock or prices of meat products will be necessary when subsidies are removed."

Commenting on the effect of the 1944-45 squeeze on operating margins, Mr. Wilson noted:

"Small additional subsidy payments, retroactive to July 1, 1945, finally were

authorized by government directive on December 4, 1945, but such additional amounts fell far short of providing a reasonable margin of profit on each species of livestock. The additional subsidies are not significant and have not been reflected in the financial statement."

Mr. Wilson said that the company's new products, such as Mor pork, Mor

beef, Mor lamb and Mor veal, are being released as rapidly as permitted by meat supplies, packaging materials and regulations. The company is following closely developments in the frozen foods field, and has prepared and distributed, in a limited way for experimental purposes, some frozen consumer-packaged meat products.

Consolidated statement of income and earned surplus for the fiscal year ended October 27, 1945, was reported to be as follows:

Net sales and operating revenues.....	\$468,636,536
Dividends, interest and miscellaneous income.....	260,725
	\$468,908,261
Less:	
Cost of sales and operating expenses.....	\$422,182,673
Selling, general and administrative expenses.....	28,739,750
Depreciation and amortization.....	1,040,518
Taxes (other than income).....	3,244,666
Interest and amortization of debt discount and expense on 3% bonds.....	597,986
Other interest.....	433,099
Premium on 3% bonds purchased for sinking fund.....	16,906
Reserve against foreign securities and claims.....	101,704
Loss on sale of property.....	23,020
Unrealized exchange loss on translation of net current assets & foreign business into U. S. currency.....	7,316
Miscellaneous income deductions.....	9,822
Minority interest in net of subsidiaries.....	74,110
Portion of retroactive wage increases for prior years, equivalent to reduction in federal income taxes.....	1,500,735
Provision for taxes on income—	
Federal income tax.....	1,050,442
Federal excess profits tax.....	3,447,554
Foreign income taxes.....	432,200
	408,871,659
Net income for the year.....	\$ 5,036,602
Earned surplus at October 28, 1944.....	31,221,406
	\$ 36,258,010
Deduct:	
Dividends at \$6 per share on \$6 cumulative preferred.....	\$ 1,761,901
Excess of cost over recorded value of \$6 preferred stock retired.....	1,501,518
Retroactive wage increases estimated at \$1,800,000 applicable to prior years, less an estimated reduction of \$1,500,735 in federal taxes on income attributable thereto.....	290,265
	3,553,684
Earned surplus at October 27, 1945.....	\$ 32,704,326

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PLANNED PRODUCTION CONTROL AND DESIGN
STANDARDIZATION IS THE PROGRAM AT BAKER

New designing—new modern methods—constant control over production—every means known to modern engineering (and some known only to BAKER) are now being employed to speed-up the delivery of dependable refrigeration machinery.



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MANUFACTURERS OF REFRIGERATION AND
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DESIGNED FOR PACKERS

PITTSBURGH-ERIE SAW AND GRINDER SERVICE



Pesco Pete can supply the perfect tools for the heavy cutting and heavy grinding of the meat packing industry. He is ready to supply you with the following efficient services, for a small monthly charge:

PESCO SAW SERVICE Large hand saw frames, beef splitter frames, pig nose and scribe frames, designed for heavy duty. Sharp filed blades, individually wrapped and inspected perfect—ready for quick blade changes.

PESCO BAND SAW BLADE SERVICE Machine-filed, inspected band saw blades to fit more than 40 types of meat and bone cutting machines. Pesco Pete will keep them repaired and supplied.

LARGE CHOPPER PLATE AND KNIFE SERVICE Made in sizes to suit your needs and ready for long and faithful service.

Pesco Pete will be pleased to give you complete details, or you may write direct.



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Let Us Hear from You!

Established 25 Years

EDWARD KOHN CO.
For Tomorrow's Business

DIAMOND

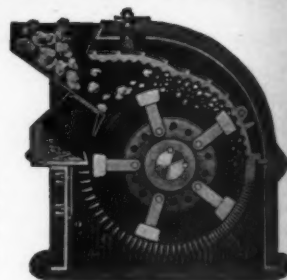
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A Heavy Duty, High Tonnage Unit

Put this new DIAMOND Hammermill of advanced design up against your toughest jobs—compare it with any other hammermill you have ever used—and we're willing to abide by your verdict.



The DIAMOND "CONTINUOUS IMPACT" principle repeatedly crushes material against the extra long corrugated anvil, assuring extremely fast and uniform reduction. The "SELF CLEANING" feature saves 2 or 3 hours' time if for any reason there is a power stoppage with feed continuing. Many other advanced features make it a worthy partner to the DIAMOND HOG. Write for Bulletin No. D-44-L.

DIAMOND IRON WORKS, INC.

ESTABLISHED 1880

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1804 N. SECOND ST.

MINNEAPOLIS 11, MINNESOTA

PROVISIONS AND LARD *Weekly Review*

AMI PROVISION REPORT

Notwithstanding the fact that many packers were on strike during part of the reporting period, the provision stock report, as issued by the American Meat Institute for the period ending January 30, showed many increases compared with two weeks earlier. However, increases in some cases may have been because of holdings accumulated before the strike was ordered, while in other cases the reports may have been influenced by reports from packers not affected by the strike.

All D. S. cured items and meats frozen for cure were above two weeks earlier, but in most instances holdings were under a year ago. Hams frozen for cure showed larger totals and were also above a year ago. Bellies frozen for cure gained rather sharply, and total frozen S.P. and D.C. items were also in heavier supply while total cured items were slightly smaller.

Provision stocks as of January 30, 1946, as reported by a number of representative companies to the American Meat Institute, are shown in the following table. Because the firms reporting their stocks to the Institute are not always the same from period to period (although comparisons are always made between identical groups) the table below shows the January 30 stocks as percentages of the holdings two weeks earlier and on the like date last year.

AMERICAN MEAT INSTITUTE PROVISION STOCKS REPORT

	January 30 stocks as Percentages of inventories on	Jan. 12, 1946	Jan. 27, 1945
D. S. PRODUCT			
Bellies (Cured)	113	33	
Fat Backs (Cured)	108	65	
Other D. S. Meats			
Cured	120	42	
Frozen-for-cure	189	160	
TOTAL D. S. CURED ITEMS	111	46	
TOT. FROZ. FOR D. S. CURE	190	103	
S. P. & D. C. PRODUCT			
Hams, Sweet Pickle Cured			
Regular	94	41	
Skinned	100	91	
All S. P. Hams	90	85	
Hams, Frozen-for-Cure			
Regular	153	148	
Skinned	114	254	
All frozen-for-cure hams	115	247	
Pirinis			
Sweet pickle cured	90	146	
Frozen-for-cure	111	*	
Bellies, S. P. and D. C.			
Sweet pickle cured	99	136	
Frozen-for-cure	137	538	
Wiltshire sides, cured	76	14	
Other Items			
Sweet pickle cured	96	14	
Frozen-for-cure	144	203	
TOTAL S. P. & D. C. CURED	90	111	
TOTAL S. P. & D. C. FROZEN	127	377	
BARBELED PORK	156	171	
FRESH FROZEN			
Loin, shoulders, butts and			
quarters	108	58	
All other	117	197	
Total	114	69	
TOTAL OF ALL PORK MEATS	109	110	
RENDERED PORK FAT	110	86	
LARD	114	185	

Note: A considerable quantity of cured, frozen, canned pork and lard is held for USDA.

*Because January 27, 1945 stocks were negligible, no comparison is shown.

Week's Meat Output

Dips to New Low Point

Meat production under federal inspection for the week ending January 26 showed further drop due to the continuation of the strike in many plants, according to the U. S. Department of Agriculture Meat Board. Total inspected meat production for the week was only 139,000,000 lbs., compared with 176,000,000 lbs. in the preceding week and 317,000,000 lbs. in the corresponding week a year earlier.

Slaughter of cattle under federal inspection was estimated at 122,000 head, 20 per cent below the 152,000 processed a week earlier and 57 per cent below the 283,000 kill of a year ago. Beef production was calculated at 65,000,000 lbs. compared with 77,000,000 lbs. for the preceding week and 139,000,000 lbs. a year ago.

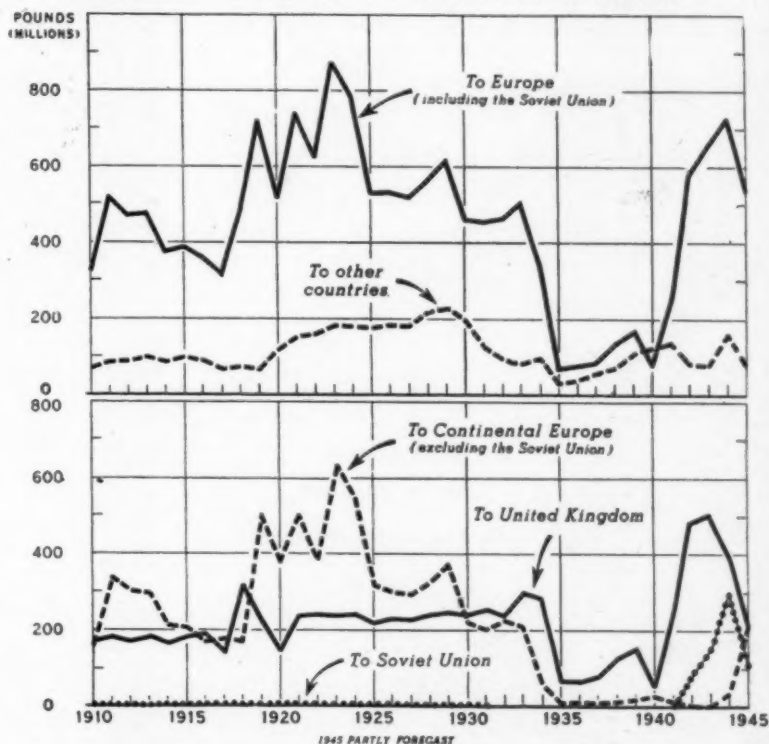
Calf slaughter was estimated at 39,000

head. This was only 3,000 below the preceding week but 86,000 below the corresponding week of last year. Output of inspected veal for the three weeks under comparison was figured at 3,000,000, 4,000,000 and 13,000,000 lbs., respectively.

Number of sheep and lambs slaughtered for the week was estimated at 110,000 head. This was 53,000 below a week ago but 77 per cent below the 476,000 during the same week a year ago. Production of inspected lamb and mutton amounted to 5,000,000 lbs. This compares with 7,000,000 lbs. for the preceding week and 21,000,000 lbs. for the corresponding week last year.

Hog slaughter was estimated at 459,000 head, which was a 25 per cent drop from the preceding week, but less than half of the 1,005,000 slaughtered during the same week in 1945. Estimated production of pork was 66,000,000 lbs., compared with 88,000,000 lbs. last week and 144,000,000 lbs. a year ago.

EXPORTS OF LARD FROM THE UNITED STATES, 1910-45



Exports of lard in 1946 (including Army procurement for European relief) probably will amount to nearly 650,000,000 lbs., compared with 886,000,000 lbs. in 1944 and 736,000,000 lbs. in 1945. In the next year or two, exports of lard probably will be smaller than in the war years, but materially larger than in the years from 1935 to 1940. In that period, drought curtailed production, and war in Europe restricted markets. Chief non-European outlets for lard are Cuba and Mexico.

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OZITE STANDARD HAIR FELT INSULATION

**SAVES
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**LOW THERMAL
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ONLY .25 B. T. U.**

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FITS PIPES, DUCTS,
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NEVER PACKS DOWN,
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AMERICAN HAIR & FELT COMPANY

Dept. 6J2, Merchandise Mart, Chicago 54, Ill.

MEAT AND SUPPLIES PRICES

Chicago

WHOLESALE FRESH MEATS

*Carcass Beef	
	Week ended Jan. 30, 1946 per lb.
Steer, hfr., choice, all wts.	20 1/2
Steer, hfr., good, all wts.	19 1/2
Steer, hfr., com., all wts.	17 1/2
Steer, hfr., utility, all wts.	15 1/2
Cow, commercial, all wts.	17 1/2
Cow, canner and cutter.	13 1/2
Hindquarters, choice	23
Forequarters, choice	18 1/2
Cow, hdq., commercial	19
Cow, foreq., commercial	16 1/2

*Beef Cuts	
Steer, hfr., sh. loin, choice	32 1/2
Steer, hfr., sh. loin, good	30 1/2
Steer, hfr., sh. loin, com.	25 1/2
Steer, hfr., sh. loin, util.	22 1/2
Cow, sh. loin, com.	20 1/2
Cow, sh. loin, util.	22 1/2
Steer, hfr., round, choice	22 1/2
Steer, hfr., round, good	21 1/2
Steer, hfr., rd., commercial	19 1/2
Steer, hfr., rd., utility	18 1/2
Steer, hfr., loin, choice	25 1/2
Steer, hfr., loin, good	23 1/2
Steer, hfr., loin, commercial	23 1/2
Cow, loin, commercial	20 1/2
Cow, loin, utility	20 1/2
Cow, round, commercial	18 1/2
Cow, round, utility	16 1/2
Steer, hfr., rib, choice	24 1/2
Steer, hfr., rib, good	23 1/2
Steer, hfr., rib, commercial	21 1/2
Steer, hfr., rib, utility	19 1/2
Cow, rib, commercial	21 1/2
Cow, rib, utility	18 1/2
Steer, hfr., sir., choice	27 1/2
Steer, hfr., sir., good	26 1/2
Steer, hfr., sir., com.	21 1/2
Steer, hfr., cow flank	15 1/2
Cow, sirloin, commercial	21 1/2
Cow, sirloin, util.	18 1/2
Steer, hfr., flank steak	23 1/2
Cow, flank steak	23 1/2
Steer, hfr., reg. chk., choice	20 1/2
Steer, hfr., reg. chk., good	19 1/2
Steer, hfr., reg. chk., com.	17 1/2
Steer, hfr., reg. chk., utility	15 1/2
Cow, reg. chk., commercial	17 1/2
Cow, reg. chuck, utility	15 1/2
Steer, hfr., c. c. chk., choice	18 1/2
Steer, hfr., c. c. chk., gd.	17 1/2
Steer, hfr., c. c. chk., com.	16 1/2
Steer, hfr., c. c. chk., utility	14 1/2
Cow, c. c. chk., commercial	16 1/2
Cow, c. c. chk., utility	14 1/2
Steer, hfr., fore Shank	12 1/2
Cow, fore Shank	12 1/2
Steer, hfr., brisket, choice	17 1/2
Steer, hfr., brisket, good	17 1/2
Steer, hfr., brisket, com.	15 1/2
Steer, hfr., brisket, utility	15 1/2
Cow, brisket, commercial	15 1/2
Cow, brisket, utility	15 1/2
Steer, hfr., back, choice	21 1/2
Steer, hfr., back, good	20 1/2
Cow back, commercial	18 1/2
Cow back, utility	16 1/2
Steer, hfr., arm chuck, choice	19 1/2
Steer, hfr., arm chuck, good	18 1/2
Cow arm chuck, commercial	17 1/2
Cow arm chuck, utility	15 1/2
Steer, hfr., sh. pl., gd. & ch.	13 1/2
Steer, hfr., sh. pl., com. & util.	13 1/2
Cow short plate, commercial	13 1/2
Cow short plate, utility	13 1/2

*Quot. on beef items include permitted additions for zone 5, plus 25c per cwt. for local del.

*Veal—Hide on	
Choice carcass	20 1/2
Good carcass	19 1/2
Choice saddle	23 1/2

*Veal prices include permitted addition for Zone 5, 25c per cwt. for double wrapping and 25c per cwt. for delivery.

*Beef Products	
Brains	7 1/2
Hearts, cap off	15 1/2
Tongues, fresh or froz.	22 1/2
Tongues, can., fresh or froz.	16 1/2
Sweetbreads	23 1/2
Ox-tails, under 1/2 lb.	8 1/2
Tripe, scalded	4 1/2
Tripe, cooked	8 1/2
Livers, unblemished	23 1/2
Kidneys	11 1/2

*Veal and Lamb Products	
Brains	9 1/2
Calf Livers, Type A	49 1/2
Sweetbreads, Type A	39 1/2
Lamb tongues	15 1/2

*Prices carlot and loose basis. For lots under 500 lbs. add \$0.625. For packing in shipping containers, add per cwt.: in 5 lb. container (sweetbreads, brains & cutlets only) \$2.00.

****Lamb**

Choice lambs	20 1/2
Good lambs	19 1/2
Commercial lambs	21 1/2
Choice hind saddle	20 1/2
Good hind saddle	19 1/2
Choice fores	21 1/2
Good fores	20 1/2

****Mutton**

Choice sheep	13 1/2
Good sheep	12 1/2
Choice saddles	13 1/2
Good saddles	12 1/2
Choice fores	13 1/2
Good fores	12 1/2
Mutton legs, choice	10 1/2
Mutton loins, choice	10 1/2

**Quot. on lamb and mutton are for Zone 5 and include 10c for stockette, plus 25c per cwt. for del.

***Fresh Pork and Pork Products**

Reg. pork loins, und. 12 lb.	23 1/2
Picnics	23 1/2
Tenderloins, 10-lb. cartons	23 1/2
Tenderloins, loose	23 1/2
Skinned shdres, bone in	23 1/2
Spareribs, under 3 lbs.	19 1/2
Boston butts, 4/8 lbs.	23 1/2
Boneless butts, c. l.	23 1/2
Neck bones	14 1/2
Pigs' feet	6 1/2
Kidneys	14 1/2
Livers, unblemished	13 1/2
Brains	11 1/2
Ears	6 1/2
Snouts, lean out	7 1/2
Snouts, lean in	7 1/2
Heads	8 1/2
Chitterlings	8 1/2
Tidbits, hind feet	8 1/2

*Prices carlot and loose basis.

WHOLESALE SMOKED MEATS

Fancy regular hams, 14/18 lbs., parchment paper	25 1/2
Fancy skinned hams, 14/18 lbs., parchment paper	25 1/2
Fancy trim, brisket off, bacon, 8 lb. down, wrap	25 1/2
Square cut seedless bacon, 8 lb. down, wrap	25 1/2
Beef sets, smoked	25 1/2
Insides, D Grade	25 1/2
Outsides, D Grade	25 1/2
Knuckles, D Grade	25 1/2

Quotations on pork items are loose wrapped, f.o.b. Chicago, subject to OPA quantity differentials.

***VINEGAR PICKLED PRODUCTS**

Pork feet, 200-lb. bbl.	\$12.50
Regular tripe, 200-lb. bbl.	\$12.50
Honey, tripe, 200-lb. bbl.	\$12.50

***BARRELED PORK AND BEEF**

Clear fat back pork:	
70-80 pieces	\$23.50
80-100 pieces	23.00
100-125 pieces	22.50
Clear plate pork, 23-35 pieces	22.00
Brisket pork	21.50
Plate beef, 200 lb. bbl.	21.00
Ex. plate beef, 200 lb. bbl.	20.50

For prices on sales to War Procurement Agencies, see Amendment 28 to RMPR 148, effective May 26, 1946.

*Quot. on pork items are for lots than 5,000 lb. lots and include all permitted additions, except butch and loc. del.

SAUSAGE MATERIALS

Carlot basis, Chgo. zone, loose basis	
Reg. pork trim. (50% fat)	13 1/2
Sp. lean pork trim. 85%	20 1/2
Ex. lean pork trim. 95%	20 1/2
Pork cheek meat	13 1/2
Pork livers, unblemished	13 1/2
Boneless bull meat	13 1/2
Boneless chucks	13 1/2
Shank meat	13 1/2
Beef trimmings	13 1/2
Dressed canners	13 1/2
Dressed cutter cows	13 1/2
Dressed bologna balls	13 1/2
Pork tongues	13 1/2



SOLVAY *nitrite of soda*

SOLVAY SALES CORPORATION • 40 RECTOR STREET, NEW YORK 6, N. Y.

PROTECTIVE PACKAGING for MEAT PACKERS

Folding and Display Cartons in standard design, grease-proof, moisture vapor-proof, and dehydrated food types... with Containers of Corrugated, rugged Solid Fibre, and Vs-Board by Hummel & Downing ...meet the needs of packers for complete protection of their products.

HUMMEL & DOWNING CO.
MILWAUKEE 1, WISCONSIN

Basco-TEX[®] Genuine PLASTIC APRONS!

WATER-PROOF, ALKALI-PROOF,
STAIN-PROOF, ACID-RESISTANT,
OIL-RESISTANT



Will not crack or peel

*Amazing
Strength*

Out-wear ordinary aprons many times over. Built with strong reinforced eyelets and adjustable tape ties.

Basco-TEX Genuine Plastic Coated Aprons are the outstanding advance in protective clothing in years. They do not need laundering but are merely wiped off with a damp cloth. They save their small cost over and over again. They are light in weight and provide the utmost in wearing comfort.

PRICES—SIZES—COLORS

GRAY

27 x 36.....\$ 8.40 per doz.
30 x 36..... 9.78 per doz.
36 x 40..... 11.90 per doz.
36 x 44..... 12.60 per doz.

Full Length Sleeves
\$9.66 per dozen pair
Leggings, Hip Length
\$11.90 per dozen pair

BLACK

27 x 36.....\$ 8.40 per doz.
30 x 36..... 9.78 per doz.
36 x 40..... 11.90 per doz.
36 x 44..... 12.60 per doz.

Full Length Sleeves
\$9.66 per dozen pair
Leggings, Hip Length
\$11.90 per dozen pair

ALL WHITE

27 x 36.....\$ 6.88 per doz.
30 x 36..... 7.56 per doz.
36 x 40..... 9.35 per doz.
36 x 44..... 10.18 per doz.

Full Length Sleeves
\$7.15 per dozen pair

HEAVY DOUBLE-COATED MAROON NEOPRENE

27 x 36.....\$10.61 per doz.
30 x 36..... 12.60 per doz.
36 x 40..... 16.50 per doz.
36 x 44..... 18.45 per doz.

Full Length Sleeves
\$12.90 per dozen pair
Leggings, Hip Length
\$23.50 per dozen pair

All Prices F.O.B. Chicago. Furnish
best priority. Minimum order 1 dozen

ORDER BY MAIL OR PHONE TODAY

CONSULT US FOR shower curtains, partitions, covers, bags and other items of plastic coated and standard textiles.

Free Sample Swatch on Request

ASSOCIATED BAG & APRON CO.

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I'M STRONG!

I'M UNIFORM!

I'M CLEAN!

I'M EASY TO STUFF!

I'M Nostrip SHEEP CASINGS IN THE HANDY POUCH!

Nostrip SHEEP CASINGS

MONGOLIA IMPORTING CO. INC.

IMPORTED SAUSAGE CASINGS

274 WATER STREET, NEW YORK CITY

REG. U. S. PAT. OFF.

To Make Your Sausage A Natural Use Natural Casings!

DRY SAUSAGE	
Cervelat, dry, in hog bungs.....	58
Thuringer	31
Farmer	41
Holsteiner	41
B. C. Salami, semi-dry.....	54
B. C. Salami, semi-dry.....	32
Genoa style Salami.....	63
Pepperoni	50 1/2
Mortadella, semi-dry.....	28
Cappicola (cooked)	43 1/2
Proscuitto	37 1/2

DOMESTIC SAUSAGE	
(Quotations cover Type 2, except where otherwise noted.)	
Pork saus., hog casings Type 1.....	29 1/2
Pork saus., bulk Type 1.....	26 1/2
Frankfurts, in sheep casings.....	28 1/2
Frankfurts, in hog casings.....	25 1/2
Bologna, natural casings.....	23 1/2
Bologna, artificial casings.....	22 1/2
Liver saus., fr., beef casings.....	21 1/2
Liver saus., fr., hog casings.....	22 1/2
Smkd. liver saus., hog bungs.....	24 1/2
Head cheese	20
New Eng., natural casings.....	38 1/2
Minced lunch, natural casings.....	25 1/2
Tongue and blood.....	29
Blood sausage	24
Souse	24
Polish sausage	28 1/2

Prices based on zone 5, plus \$1.50 per cwt. for sales to retailers and purveyors of meals where no loc. del. is made. Prices include boxing or packaging costs.

CURING MATERIALS	
Nitrate of soda (Chgo. w'base) in 425-lb. bbls., del.	\$ 7.75
Salt peter, n. ton, f.o.b. N. Y.: Dbl. refined gran.....	8.60
Small crystals	12.00
Medium crystals	13.00
Large crystals	14.00
Pure rfd. gran. nitrate of soda	unquoted
Pure rfd. powdered nitrate of soda	unquoted
Salt, in min. car of 80,000 lbs. only, f.o.b. Chgo., per ton: Granulated, kiln dried.....	9.70
Medium, kiln dried.....	12.70
Rock, bulk, 40 ton cars.....	8.80
Sugar—Raw, 96 basis, f.o.b. New Orleans	4.60
Standard gran., f.o.b. refiners (2%)	5.50
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	5.15
Dextrose, in car lots, per cwt., (cotton)	4.80
in paper bags.....	4.75

SPICES	
(Basis Chgo., orig. bbls. bags, bales.)	
Whole	Ground
Allspice, prime	27 30
Resifted	28 31
Chili powder	51
Cloves, Zanzibar	23 26
Ginger, Jam., unbl.	26 30
Cochin	23 27
Mace, fcy. Banda.....	1.05 1.19
East Indies	95 1.10
R. & W. I. Blend.....	90
Mustard flour, fcy.	34
No. 1	22
West India Nutmeg.....	52
Paprika, Spanish	55
Pepper, Cayenne	87
Red No. 1.....	44
Black Malabar	13 1/2
Black Lampung	13 1/2
Pepper, Packers	15 1/2

SAUSAGE CASINGS	
(F. O. B. Chicago)	
(Prices quoted to manufacturers of sausage.)	
Beef casings:	
Domestic rounds, 1 1/2 to 1 3/4 in., 180 pack.....	20 25
Domestic rounds, over 1 1/2 in., 140 pack.....	35 40
Export rounds, wide, over 1 1/2 in.....	45 50
Export rounds, medium, 1 1/2 to 1 3/4 in.....	33
Export rounds, narrow, 1 1/4 in. under.....	34 35
No. 1 weasands, 22 in. up	7
No. 1 weasands, 24 in. up	7
No. 2 weasands.....	6
No. 1 bungs.....	18 20
No. 2 bungs.....	10 11
Middle sewing, 1 1/4 @	10 11
2 in.	65 65
Middles, select, wide, 2 1/2 @ 2 1/2 in.....	65 65
Middles, select, extra, 2 1/4 @ 2 1/2 in.....	1.00 1.10
Middle select, extra, 2 1/4 in. & up.....	1.25 1.30
Dried or salted bladders, per dozen:	
12-15-in. wide, flat.....	1.50 1.55
10-12 in. wide, flat.....	1.00 1.05
8-10-in. wide, flat.....	30 35
6-8-in. wide, flat.....	25 30

HOG CASINGS:	
Extra narrow, 29 mm. & dn.	2.40
Narrow medium, 29 @ 32 mm.	3.40
Medium, 32 @ 35 mm.....	3.10
Medium, 35 @ 38 mm.....	1.80 1.90
Wide, 38 @ 43 mm.....	1.60 1.70
Extra wide, 43 mm.....	1.45 1.50
Export bungs.....	23 25
Large prime bungs.....	18 20
Medium prime bungs.....	11 12
Small prime bungs.....	8 10
Middles, per set.....	21 23

SEEDS AND HERBS	
	Whole for Seed
Caraway seed	82 97
Cominos seed	50 55
Mustard sd., fcy. yel.	25 30
American	24
Marjoram, Chilean.....	30 35
Oregano	13 14

OLEOMARGARINE	
White domestic, vegetable.....	19
White animal fat.....	18 1/2
Water churned pastry.....	19 1/2
Milk churned pastry.....	18 1/2
Vegetable type	Unquoted

VEGETABLE OILS	
White, deodorized, summer oil, in tank cars, del'd Chicago.....	14 1/2
Yellow, deodorized, salad or winterized oil, in tank cars, del'd Chicago	15 1/2
Raw soap stocks:	
Cents per lb. del'd. in tank cars.	
Cottonseed foots, basis 50% T.F.A. Midwest and West Coast.....	3 1/2
East	3 1/2
Corn foots, basis 50% T.F.A. Midwest	3 1/2
East	3 1/2
Soybean foots, basis 50% T.F.A. Midwest and West Coast.....	3 1/2
East	3 1/2
Soybean oils, in tanks, f.o.b. mills, Midwest.....	11 1/2
Corn oil, in tanks, f.o.b. mills.....	13 1/2
Manufacturer to jobber prices, f.a.h.	

WESTON TRUCKING & FORWARDING CO.

Specializing in Trucking
Packinghouse Products
Throughout New York
Metropolitan Area

53 Gilchrist Street Jersey City, N. J.

There is NO substitute for B & D Stainless Steel Meat Loaf Pans

There is nothing like Stainless Steel for Meat Loaf Pans or Containers. They stand up under abuse and long use. They give the utmost in satisfaction—so necessary for baking meat loaves and ready-to-eat meat products. Lower cleaning costs, longer life, more economical.

NOW you can secure B & D Stainless Steel Meat Loaf Pans in Any Quantity. Write or Wire Your Needs

BEST & DONOVAN

also manufacturers of the famous line of B & D electrical pork and beef saws

332 SO. MICHIGAN AVE. CHICAGO 5, ILL.

✓ TIME TO CHECK YOUR SALT!

Are you using the right grade?

YES NO DON'T KNOW

Are you using the right grain?

☐ ☐ ☐

Are you using the right amount?

☐ ☐ ☐

● If your salt doesn't meet your needs 100%, we'll gladly give you expert advice based on your individual requirements. No obligation. Just write the Director, Technical Service Dept. IY-7

DIAMOND CRYSTAL SALT CO., INC., St. Clair, Mich.

FELIN'S

ORIGINAL PHILADELPHIA SCRAPPLE
"Glorified" HAMS • BACON • LARD
DELICATESSEN



PACKERS - PORK - BEEF

John J. Felin & Co.

INCORPORATED

4142-60 Germantown Ave.
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STANGARD

Prime Surface

COLD PLATES

**For Maximum
Refrigerating Efficiency**



THE STANGARD-DICKERSON

CORPORATION

46-76 Oliver Street • Newark 5, N. J.

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DON'T JERK!



Jerks at the hoisting station result in bruised and damaged hams. "Boss" Jerkless Hog Hoists lift the hogs from the shackling pen and deposit them onto the bleeding rail without jerk or miss. Hoists up to 400 hogs per hour. Write for particulars—"BUY BOSS" for Best Of Satisfactory Service.

THE *Cincinnati*

BUTCHERS' SUPPLY COMPANY



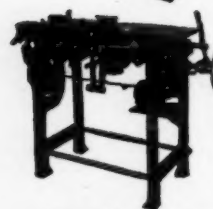
Equipment for Meat and Poultry Industries Since 1888
805 S. ELWOOD PLACE STATION, CINCINNATI 16, OHIO, U. S. A.
212 W. Exchange Ave., Union Stock Yards, Chicago 1, Illinois.

Have You Considered PETERS CARTON PACKAGING MACHINES?



TO SET UP Lard and Shortening CARTONS

This JUNIOR CARTON FORMING AND LINING MACHINE sets up 35-40 cartons per minute and requires one operator. It is adjustable for a wide range of sizes.



TO CLOSE Lard and Shortening CARTONS

This JUNIOR CARTON FOLDING AND CLOSING MACHINE closes 35-40 cartons per minute and requires no operator. It is also adjustable for a wide range of sizes.

SENIOR fully automatic machines are available for greater production.

Send your problem, including samples of cartons you are now using to us. We will gladly make recommendations for your specific requirements.

PETERS MACHINERY CO.

4700 Ravenswood Ave.

Chicago 40, Ill.

MARKET PRICES *New York*

DRESSED BEEF CARCASSES

City Dressed

Steer, heifer, choice.....	22
Steer, heifer, good.....	21
Steer, heifer, commercial.....	19
Steer, heifer, utility.....	17
Cow, commercial.....	19

The above quotations do not include charges for koshering but do include 50c per cwt. for delivery.

KOSHER BEEF CUTS

Steer, hfr., tri., choice.....	21 1/4
Steer, hfr., tri., good.....	20 1/4
Steer, hfr., tri., commercial.....	19 1/4
Steer, hfr., tri., utility.....	17 1/4
Steer, hfr., reg. chk., choice.....	24
Steer, hfr., reg. chk., good.....	22 1/2
Steer, hfr., reg. chk., commercial.....	21 1/4
Steer, hfr., reg. chk., utility.....	18 1/2

Above quot. include permitted add. for Zone 9, plus \$1.50 per cwt. for koshering plus 50c per cwt. for loc. del.

Steer, hfr., rib, choice.....	25 1/4
Steer, hfr., rib, good.....	24 1/4
Steer, hfr., rib, commercial.....	22 1/4
Steer, hfr., rib, utility.....	20
Steer, hfr., loin, choice.....	31
Steer, hfr., loin, good.....	29 1/4
Steer, hfr., loin, commercial.....	27 1/4
Steer, hfr., loin, utility.....	21 1/4

Above prices are for Zone 9, plus 50c per cwt. for del. Additions for kosher cuts, where permitted, are not included in prices.

*FRESH PORK CUTS

Pork loins, fresh, 12 lbs. dn.....	25
Shoulders, regular.....	22
Butts, regular 3/8 lbs.....	26 1/4
Hams, regular, under 14 lbs.....	23 1/4
Hams, skinned fresh, under 14 lbs.....	25 1/4
Picnics, fresh, bone in.....	22
Pork trimmings, ex. lean.....	32
Pork trimmings, regular.....	19 1/4
Spareribs, medium.....	15 1/4

Pork loins, fr., 10/12 lbs.....	26 1/4
Shoulders, regular.....	23 1/4
Butts, boneless, C. T.....	32
Hams, regular, under 14 lbs.....	23 1/4
Hams, sknd., under 14 lbs.....	25 1/4
Picnics, bone in.....	23 1/4
Pork trim, ex. lean.....	32
Pork trim, regular.....	19 1/4
Spareribs, medium.....	15 1/4
Boston butts, 3/8 lbs.....	28

*COOKED HAMS

Cooked hams, skin on, fattd., 8/down.....	43
Cooked hams, skinned, fattd., 8/down.....	46 1/4

*SMOKED MEATS

Reg. hams, under 14 lbs.....	20
Reg. hams, 14/18 lbs.....	21 1/4
Reg. hams, over 18 lbs.....	22 1/4
Skd. hams, under 14 lbs.....	20 1/4
Skd. hams, 14/18 lbs.....	21 1/4
Skd. hams, over 18 lbs.....	22 1/4
Picnics, bone in.....	24 1/4
Bacon, Westerns, 8/12 lbs.....	25 1/4
Bacon, City, 8/12 lbs.....	26 1/4
Beef tongues, light.....	21
Beef tongues, heavy.....	21

*Quotations on pork items are for less than 5,000 lb. lots and include all permitted additions.

DRESSED HOGS

Hogs, gd. & ch., hd. on, lf. fat in Jan. 30, under 80 lbs.....	22.41
81 to 96 lbs.....	20.75
100 to 119 lbs.....	20.81
120 to 136 lbs.....	19.81
137 to 153 lbs.....	19.81
154 to 173 lbs.....	19.81
172 to 188 lbs.....	19.81

*DRESSED VEAL

Hide off

Choice, 50@275 lbs.....	22 1/4
Good, 50@275 lbs.....	21 1/4
Commercial, 50@275 lbs.....	19 1/4
Utility, 50@275 lbs.....	17 1/4

*Quot. are for zone 9 and include 50c for del. An additional 1/4c per cwt. permitted if wrapped in slush-inette.

DRESSED SHEEP AND LAMBS

Lamb, choice.....	27 1/4
Lamb, good.....	26 1/4
Lamb, commercial.....	25 1/4
Mutton, good & choice.....	19 1/4
Mutton, utility & cull.....	15 1/4

*Quotations are for Zone 9.

FANCY MEATS

Tongues, Type A.....	25 1/4
Sweetbreads, beef, Type A.....	34 1/4
Sweetbreads, veal, Type A.....	41 1/4
Beef kidneys.....	15 1/4
Lamb fries, per lb.....	35 1/4
Livers, beef, Type A.....	34 1/4
Oxtails, under 1/2 lb.....	15 1/4

Prices 1 c. l. and loose basis for zone 9. For lots under 500 lbs., add \$0.625.

BUTCHERS' FAT

Shop fat.....	\$3.25 per cwt.
Breast fat.....	4.25 per cwt.
Edible suet.....	4.75 per cwt.
Inedible suet.....	4.75 per cwt.

CHICAGO PROVISION SHIPMENTS

Provision shipments from Chicago for the week ended January 26, 1946, were reported as follows:

	Week Jan. 26	Previous Week	Year to Date
Cured meats, pounds.....	7,759,000	11,470,000	30,282,000
Fresh meats, pounds.....	24,288,000	48,276,000	79,952,000
Lard, pounds.....	5,675,000	5,408,000	7,562,000



STAINLESS STEEL

Adelmann Ham Boilers now available in this superior metal. Life-time wear at economical cost.

Inquiries Invited

HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y. • Chicago Office, 332 S. Michigan Ave., 4

CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

CASH PRICES

CARLOT TRADING LOOSE BASIS
F.O.B. CHICAGO OR CHICAGO
BASIS

THURSDAY, JAN. 31, 1946

REGULAR HAMS

Fresh or Frozen	S.P.
8-10	22 1/4
10-12	22 1/4
12-14	22 1/4
14-16	21 1/4

BOILING HAMS

Fresh or Frozen	S.P.
14-18	21 1/4
18-22	20 1/4
22-26	20 1/4

SKINNED HAMS

Fresh or Frozen	S.P.
10-12	24 1/4
12-14	24 1/4
14-16	23 1/4
16-18	23 1/4
18-20	22 1/4
20-22	22 1/4
22-24	22 1/4
24-26	22 1/4
26-28	22 1/4
28-30	22 1/4
30-32	22 1/4
32-34	22 1/4
34-36	22 1/4
36-38	22 1/4
38-40	22 1/4
40-42	22 1/4
42-44	22 1/4
44-46	22 1/4
46-48	22 1/4
48-50	22 1/4
50-52	22 1/4
52-54	22 1/4
54-56	22 1/4
56-58	22 1/4
58-60	22 1/4
60-62	22 1/4
62-64	22 1/4
64-66	22 1/4
66-68	22 1/4
68-70	22 1/4
70-72	22 1/4
72-74	22 1/4
74-76	22 1/4
76-78	22 1/4
78-80	22 1/4
80-82	22 1/4
82-84	22 1/4
84-86	22 1/4
86-88	22 1/4
88-90	22 1/4
90-92	22 1/4
92-94	22 1/4
94-96	22 1/4
96-98	22 1/4
98-100	22 1/4

PICNICS

Fresh or Frozen	S.P.
4-6	20 1/4
6-8	20 1/4
8-10	20 1/4
10-12	20 1/4
12-14	20 1/4
14-16	20 1/4
16-18	20 1/4
18-20	20 1/4
20-22	20 1/4
22-24	20 1/4
24-26	20 1/4
26-28	20 1/4
28-30	20 1/4
30-32	20 1/4
32-34	20 1/4
34-36	20 1/4
36-38	20 1/4
38-40	20 1/4
40-42	20 1/4
42-44	20 1/4
44-46	20 1/4
46-48	20 1/4
48-50	20 1/4
50-52	20 1/4
52-54	20 1/4
54-56	20 1/4
56-58	20 1/4
58-60	20 1/4
60-62	20 1/4
62-64	20 1/4
64-66	20 1/4
66-68	20 1/4
68-70	20 1/4
70-72	20 1/4
72-74	20 1/4
74-76	20 1/4
76-78	20 1/4
78-80	20 1/4
80-82	20 1/4
82-84	20 1/4
84-86	20 1/4
86-88	20 1/4
88-90	20 1/4
90-92	20 1/4
92-94	20 1/4
94-96	20 1/4
96-98	20 1/4
98-100	20 1/4

Short shank 1/2 over.

BELLIES

(Square Cut Seedless)

Fresh or Frozen

Under 8	18	Cured
8-12	17 1/4	18 1/4
12-16	16 1/4	17 1/4
16-20	15 1/4	16 1/4
20-22	15	16

D.S. BELLIES

Clear

Clear	Rib
18-20	15
20-22	15
22-24	15
24-26	15
26-28	15
28-30	15
30-32	15
32-34	15
34-36	15
36-38	15
38-40	15
40-42	15

GREEN AMERICAN BELLIES

16-20	14 1/4
20-22	14 1/4
22-24	14 1/4
24-26	14 1/4
26-28	14 1/4
28-30	14 1/4
30-32	14 1/4
32-34	14 1/4
34-36	14 1/4
36-38	14 1/4
38-40	14 1/4
40-42	14 1/4
42-44	14 1/4
44-46	14 1/4
46-48	14 1/4
48-50	14 1/4

FAT BACKS

Green or Frozen

Green or Frozen	Cured
6-8	11
8-10	11
10-12	11
12-14	11 1/4
14-16	11 1/4
16-18	11 1/4
18-20	12
20-22	12
22-24	12
24-26	12
26-28	12
28-30	12
30-32	12
32-34	12
34-36	12
36-38	12
38-40	12
40-42	12
42-44	12
44-46	12
46-48	12
48-50	12

OTHER D.S. MEATS

Fresh or Frozen

Fresh or Frozen	Cured
Regular plates	11 1/4
Clear plates	10 1/4
Jowl butts	10 1/4
Square jowls	11 1/4

FUTURE PRICES

MONDAY, JAN. 22, THROUGH
THURSDAY, JAN. 31, 1946

LARD	Open	High	Low	Close
May	13.80b
July	13.80b
Sept.	13.80b
Oct.	No bids or offerings

WEEK'S LARD PRICES

	P.S. Lard Tierces	P.S. Lard Loose	Raw Leaf
Jan. 23....	13.80b	12.80b	12.75b
Jan. 29....	13.80b	12.80b	12.75b
Jan. 30....	13.80b	12.80b	12.75b
Jan. 31....	13.80b	12.80b	12.75b
Feb. 1.....	13.80b	12.80b	12.75b

Packers' Wholesale Prices

Refined lard tierces, f.o.b.	
Chicago C. L.	14.55
Kettle rend., tierces, f.o.b.	
Chicago C. L.	15.05
Leaf, kettle rend., tierces,	
f.o.b. Chicago C. L.	15.05
Neutral, tierces, f.o.b.	
Chicago C. L.	15.55
Shortening, tierces, (North)	
c.a.f.	16.50
Shortening, tierces, (South)	
c.a.f.	16.25

FERTILIZER PRICES

BASIS NEW YORK DELIVERY

Ammoniates

Ammonium sulphate, bulk, per ton, basis ex-vessel Atlantic ports	\$20.20
Blood, dried, 16% per unit	5.53
Unground fish scrap, dried, 11% ammonia, 16% B.F.L., f.o.b. fish factory	4.75 & 10c
Fish meal, foreign, 11 1/4% ammonia, 10% B. P. L. c.i.f. spot	58.00
February shipment	58.00
Fish scrap (acidulated), 7% ammonia, 3% A. P. A., f.o.b. fish factories	4.00 & 50c
Soda nitrate, per net ton, bulk, ex-vessel Atlantic and Gulf ports	30.00
in 200-lb. bags	32.40
in 100-lb. bags	35.00
Fertilizer tankage, ground, 10% ammonia, 10% B. P. L. bulk	4.25 & 10c
Feeding tankage, unground, 10-12% ammonia, 15% B. P. L., bulk	5.53

Phosphates

Bone meal, steam, 3 and 50 bags, per ton, f.o.b. works	\$42.00
Bone meal, raw, 4 1/4% and 50%, in bags, per ton, f.o.b. works	40.00
Superphosphate, bulk, f.o.b. Baltimore, 19% per unit	.65

Dry Rendered Tankage

45/50% protein, unground	\$ 1.25
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EASTERN FERTILIZER MARKETS

New York, Jan. 30, 1946
Trading was very slow the past week in the local market during the meat strike. Some of the small independent packers who were not on strike were able to produce a limited amount of material. Fertilizer manufacturers are busy shipping out fertilizer and are still short of many raw materials.

FOOD SALES

Sales of government owned food by the U. S. Department of Agriculture totaled \$9,061,301 during the month of December, bringing the total of such sales for the calendar year 1945 to \$42,792,207. The December sales figure was considerably under the November total of \$17,788,469. Sales of meat in December returned \$4,719.



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BY-PRODUCTS—FATS—OILS

TALLOWES AND GREASES

TALLOWES AND GREASES.—Trading in tallows and greases showed little or no improvement over the previous week, even though strike-bound packers were again processing livestock. It will be some time before enough product is available to set the market course, but regardless of what offerings are made the market will retain its firm position for there is now a huge backlog of orders. Marketings of livestock this week were on the liberal side and are expected to remain so for the next few weeks. Meanwhile, smaller packers that continued to operate while larger houses were out had little to offer to the trade.

Although the feature of the trade this week was the light movement, most every grade of tallow and grease was listed in the small sale volumes. Grease sales included choice white at 8½c; A-white 8½c; B-white 8½c, and several cars of yellow grease in drums at the full ceiling price. Tallow movement included fancy at 8½c; choice, 8½c; special, 8½c, and No. 1 at 8½c, all f.o.b. shipping point.

NEATSFOOT OIL.—Offerings of this product were on the light side as long as production was halted and there appears to be some accumulation of orders.

STEARINE.—There is practically no chance of trading in stearine for offerings are still lacking. Prime oleo stearine continues to be quoted at 10.61c, and yellow grease stearine at 8.50c.

OLEO OIL.—No change in conditions in the oleo oil market. Quotations are considered firm at full ceiling prices of 13.04c for extra oleo oil and 12.75c for prime oleo oil.

GREASE OIL.—Trading is dull and prices firm. No. 1 grease oil is quoted at 14c; prime burning, 15½c, and acidless tallow oil at 13½c.

VEGETABLE OILS

There has been little or no change in the vegetable oils markets, with demand still far ahead of offerings and the market in a well sold up position. New buying orders have been in the market since the packer strike began, but they are going unfilled with the bulk of oil offerings going to regular purchasers. However, the supply on the market has been so light that many orders are unfilled and the backlog of demand appears greater than ever.

SOYBEAN OIL.—For the first time in weeks, a moderate amount of soybean oil was reported moving from crushing plants west of the Mississippi river. Most of it appeared to be moving against previous orders, although a few sales for immediate delivery were reported. The ceiling price of 11¼c, f.o.b. Decatur, continues to be quoted for crude, while refined, unbleached, undecolorized is quoted at 12.69c.

PEANUT OIL.—Production has declined somewhat and only previous commitments are being filled. Firm ceiling bids fail to attract any offerings and the market is in a well sold up position.

OLIVE OIL.—It is now believed likely that final papers on movement of oil from Greece will be signed any day and arrival of olive oil in this country may be a reality in the not too distant future.

CORN OIL.—Crushings are reported to have dropped off sharply in the last week or so and there is practically no oil being offered. Bids continued to be at full ceiling levels.

COTTONSEED OIL.—As is the case in other oil markets, offerings of cottonseed oil are extremely light and all available offerings are booked immediately. The futures market is also very quiet and ceiling bids fail to attract any selling volume.

BY-PRODUCTS MARKETS

Blood

	Unit	Ammonia
Unground, loose	\$5.00*

Digester Feed Tankage Materials

Unground, per unit ammonia	.....	\$5.00
Liquid stick, tank cars	.....	3.00

Packinghouse Feeds

	Carolina	per ton
65% digester tankage, bulk	\$70.00
60% digester tankage, bulk	71.00
55% digester tankage, bulk	65.00
50% digester tankage, bulk	60.00
45% digester tankage, bulk	54.00
50% meat, bone meal scraps, bulk	70.00
†Blood-meal	70.00
Special steam bone-meal	50.00@55.00

†Based on 15 units of ammonia.

Bone Meal (Fertilizer Grades)

	Per ton
Steam, ground, 3 & 50	..... 35.00@36.00
Steam, ground, 2 & 26	..... 35.00@36.00

Fertilizer Materials

	Per ton
High grade tankage, ground	.....
10@11% ammonia	..... \$ 3.85@ 4.00
Bone tankage, unground, per ton	..... 30.00@31.00
Hoof meal	..... 4.25@ 4.50

Dry Rendered Tankage

	Per unit
Hard pressed and expeller unground	.....
*55% protein or less	..... \$1.25
*35 to 55% protein	..... 1.25

Gelatine and Glue Stocks

	Per cwt.
Calf trimmings (limed)	..... \$1.80*
Hide trimmings (green salted)	..... .90
Sinews and pizzles (green, salted)	..... .85

	Per ton
Cattle jaws, skulls and knuckles	..... \$45.00
Pig skin scraps and trim, per lb.	..... 7¼@7½

*Denotes ceiling price, f.o.b. shipping point.

Bones and Hoofs

	Per ton
Round shins, heavy	..... \$70.00@ 75.00
light	..... 70.00
Flat shins, heavy	..... 65.00@ 70.00
light	..... 65.00
Blades, buttocks, shoulders & thighs	..... 62.50@ 65.00
Hoofs, white	..... nominal
Hoofs, house run, assorted	..... 40.00@ 45.00
Junk bones	..... 25.00

†Delivered Chicago.

Animal Hair

	Per ton
Winter coil dried, per ton	..... \$ 60.00
Summer coil dried, per ton	..... 35.00@ 37.50
Winter processed, black, lb.
Cattle switches 4 @ 1½
Winter processed, gray lb.

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HIDES AND SKINS

Tanners hope shortage of Jan. hides in West will be off-set by increase in East—USDA fights black market.

Chicago

HIDES.—The seizure of the strike-bound packing plants by the Dept. of Agriculture, effective on Monday of this week, apparently is going to furnish tanners less relief than had been anticipated. Purchases of cattle at the western plants, notably at Chicago, have been restricted by the necessity of packers keeping in compliance with regulations as to the price range established for the different grades, or else lose their subsidy payment.

Meantime, particularly during the strike period, heavy purchases of cattle in this market for account of eastern slaughterers not interested in subsidy payments had forced cattle prices up beyond the reach of government inspected plants. Packers have been feeling this pinch, in different forms, for some time. Now that the Department of Agriculture is charged with operating the plants, and also with seeing that sufficient beef is furnished to government buying agencies, something may be done about it. At least, the Department indicated at mid-week that they are now familiar with the problem, and intend to attack it from various angles, including an appeal for increased marketing of cattle in the near future.

Tanners, apparently, have hopes that the decreased supply of hides in the West, due to the strike, may be off-set by an increase in the East. The permits, when released Feb. 4, are expected to be sharply reduced, in any event. The

USDA Meat Board estimated inspected slaughter of cattle for week ended Jan. 26 for the whole country at 122,000 head, 20 percent below the 152,000 a week earlier, and 57 percent below the 283,000 killed that week a year ago. Calf slaughter was estimated at 39,000 head, this being 3,000 below previous week, but 86,000 under the same week a year ago.

The small packer market is quotable strong at the quoted ceiling prices, including bulls. While the smaller killers were not involved in the strike, some were handicapped by the drying up of cattle shipments during that period, and others ran into the same buying difficulties as the larger killers.

The Pacific Coast market was left well sold up last month at the local ceiling of 13½¢, flat, for steers and cows, and 10¢ for bulls, f.o.b. shipping points. Offerings this month will be far short of demand.

The shortage of packer hides has strengthened the position of the country hide market. During the last trading, reasonably light average all-weight hides moved at the ceiling of 15¢ flat, trimmed, or 14¢ untrimmed, with brands going at a cent less; bulls sold at 10½¢@11¢ basis natives. Heavy average country hides are in demand for export, with sellers securing the full ceiling. Tanner buyers of country all-weights with a fair percentage of renderers were discounting such lots around ½¢ but this situation may change this month.

FOREIGN WET SALTED HIDES.—The South American market was quiet until late mid-week, when a total of

13,950 hides were reported moving; buyers who act at times for both England and the States took 1,250 Argentine reject light steers, 2,500 regular heavy steers, 2,000 Municipal heavy steers and 2,000 Municipal extremes; two lots of 1,250 each of Municipal heavy steers and Municipal extremes sold to other buyers; 1,200 LaBlanca reject steers sold to the States.

CALF AND KIPSKINS.—All calf and kipskin markets, packer, city and country, were already sold up last month at full ceiling prices, and the sharply curtailed production this month indicates a very tight position in this market during the coming trading period.

SHEEPSKINS.—No trading has come to light so far this week in packer shearings, despite the resumption of operations in the strike-bound plants. Current production is very light, with the market quotable firm at \$2.15 for No. 1's of packer quality, \$1.30@1.35 for No. 2's, and 95¢@1.00 for No. 3's. Mouton buyers have been active in inquiring for Fall clips in the absence of shearings and sales have been reported at \$2.95@3.00, with some intimation higher has been paid in a small way. Packer wool pelts are credited as having last sold at \$3.75@3.85 per cwt. live-weight basis for Jan. pelts, with possibly some choice pelts indicated as moving up to \$4.00 per cwt., although not confirmed. One Iowa packer is scheduled to sell Feb. pelts late next week and, in view of the short Jan. production, better than \$4.00 per cwt. is expected by sellers, according to traders. Pickled skins are quotable strong at \$7.75@8.00 per doz., and moving as fast as available at individual ceilings by grades. The National Wool Growers Assn., at its 81st annual convention this week, directed a plea to the CCC to move wool stockpiles into trade channels at

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prices competitive with foreign wools. The Association was told earlier by the chief of the government's wool merchandising division, that the selling price of government held domestic wool is now about five cents per clean pound above duty paid foreign wool.

CHICAGO HIDE QUOTATIONS

PACKER HIDES			
	Week ended Feb. 1, '46	Prev. week	Cor. week, 1945
Hvy. nat. str.	@15 1/4	@15 1/4	@15 1/4
Hvy. Tex. str.	@14 1/4	@14 1/4	@14 1/4
Hvy. butt	@14 1/4	@14 1/4	@14 1/4
brnd'd str.	@14	@14	@14
Hvy. Col. str.	@14	@14	@14
Ex-light Tex.	@15	@15	@15
str.	@14 1/4	@14 1/4	@14 1/4
Brnd'd cows	@15 1/4	@15 1/4	@15 1/4
Hvy. nat. cows	@15 1/4	@15 1/4	@15 1/4
Lt. nat. cows	@15 1/4	@15 1/4	@15 1/4
Nat. bulls	@12	@12	@12
Brnd'd bulls	@11	@11	@11
Calfskins	23 1/2 @27	23 1/2 @27	23 1/2 @27
Kips, nat.	@20	@20	@20
Kips, brnd'd	@17 1/2	@17 1/2	@17 1/2
Slunks, reg.	@1.10	@1.10	@1.10
Slunks, brls.	@55	@55	@55

CITY AND OUTSIDE SMALL PACKERS

Nat. all-wts.	@15	@15	@15
Brnd'd all-wts.	@14	@14	@14
Nat. bulls	@11 1/4	@11 1/4	@11 1/4
Brnd'd bulls	@10 1/4	@10 1/4	@10 1/4
Calfskins	20 1/2 @23	20 1/2 @23	20 1/2 @23
Kips, nat.	@18	@18	@18
Slunks, reg.	@1.10	@1.10	@1.10
Slunks, brls.	@55	@55	@55

All packer hides and all calf and kipskins quoted on trimmed, selected basis; small packer hides quoted flat, trimmed; all slunks quoted flat.

COUNTRY HIDES

Hvy. str.	14 1/4 @15	14 1/4 @15	@15
Brnd'd str.	14 1/4 @15	14 1/4 @15	@15
Hvy. cows	14 1/4 @15	14 1/4 @15	@15
Buffs	@15	@15	@15
Extremes	@15	@15	@15
Bulls	10 1/2 @11	10 1/2 @11	@11 1/4
Calfskins	16 @18	16 @18	@18
Kipskins	@16	@16	@16
Horachides	6.50 @8.00	6.50 @8.00	6.50 @8.00

All country hides and skins quoted on flat basis.

SHEEPSKINS

Fkr. shearlgs.	@2.15	2.10 @2.15	1.75 @2.15
Dry pelts	24 @25	24 @25	25 @26

JANUARY MEAT REVIEW

January production of all meat in federally inspected packing plants, some of which were closed by strikes for several days, was 18 per cent smaller than in December, the American Meat Institute estimated this week in its monthly analysis of the meat and livestock situation.

Beef and pork production showed the smallest declines—15 and 18 per cent,

respectively—from the previous month. Lamb production was down 25 per cent from December, while veal production was off 31 per cent from the month before.

The strike was directly responsible for the drop in production of all meat. However, beef and veal production in December had declined considerably from last November's level. Lard production for January was off an estimated 25 per cent from December.

Marketings of livestock showed corresponding declines, with cattle off 13 per cent, calves 32 per cent, hogs 19 per cent and sheep and lambs off 22 per cent from the previous month.

CCC WANTS FROZEN MEAT

The meat merchandising division of the Livestock Branch, USDA, this week-end notified packers that it is resuming the purchase of frozen meats for export shipment. For several weeks, dating back prior to the strike, the CCC has not been accepting offerings of frozen meat, although buying lard and canned products. Suspension of frozen meat buying was attributed, in part, to freight congestion and delays in loading ships at Atlantic ports.

In Important Notice G-103, E. J. Cronkhite, chief of the division, told packers that the situation has now cleared and requested sellers to start at once sending the agency their regular offerings.

Contracts will be let for delivery prior to March 30, 1946.

It is understood that the meat merchandising division has informed several of the larger packers that the agency expects to get its regular proportion of the meat from any of the slaughtering operations conducted since January 28 when the plants were reopened.

Meat is rich in iron and phosphorus.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSING

Provisions

Hog runs have been moderate to heavy this week, but there is no accumulation of product and the provision market remains in a well sold up position. The few sales reported are mostly in small lots at full ceiling prices. Lard is also firm and offerings light.

Cottonseed Oil

March 14.31n; May 14.31b; July 14.20b; Sept. 14.00b; Oct. and Dec. 14.00n.

Canada Made Huge Meat Shipment to Europe During War

MONTREAL—Mountains of meat—3,619,320,000 lbs. of bacon, hams, beef, mutton, lamb, sausages and canned products—went from Canada to a hungry Britain and a starving Europe in the six years ended December 31, 1945.

Canadian government figures show that the cash value of these record-breaking meat exports reached a high of \$725,000,000. The bulk of the shipments went to Britain until the liberation of the continental areas opened the way for shipments to the ill-nourished peoples of Europe.

For 1946, Canada already has committed herself to ship overseas every pound of meat available above domestic requirements. Her commitment to Britain alone is for shipment of a minimum of 450,000,000 lbs. of bacon and 60,000,000 lbs. of beef.

To meet these overseas requirements, the Dominion will continue, through the winter at least, the current individual meat ration of approximately 1 1/4 lbs. of boneless meat a week. The ration was re-introduced last September when it became apparent Canada could not meet overseas demands without some restriction of domestic consumption.

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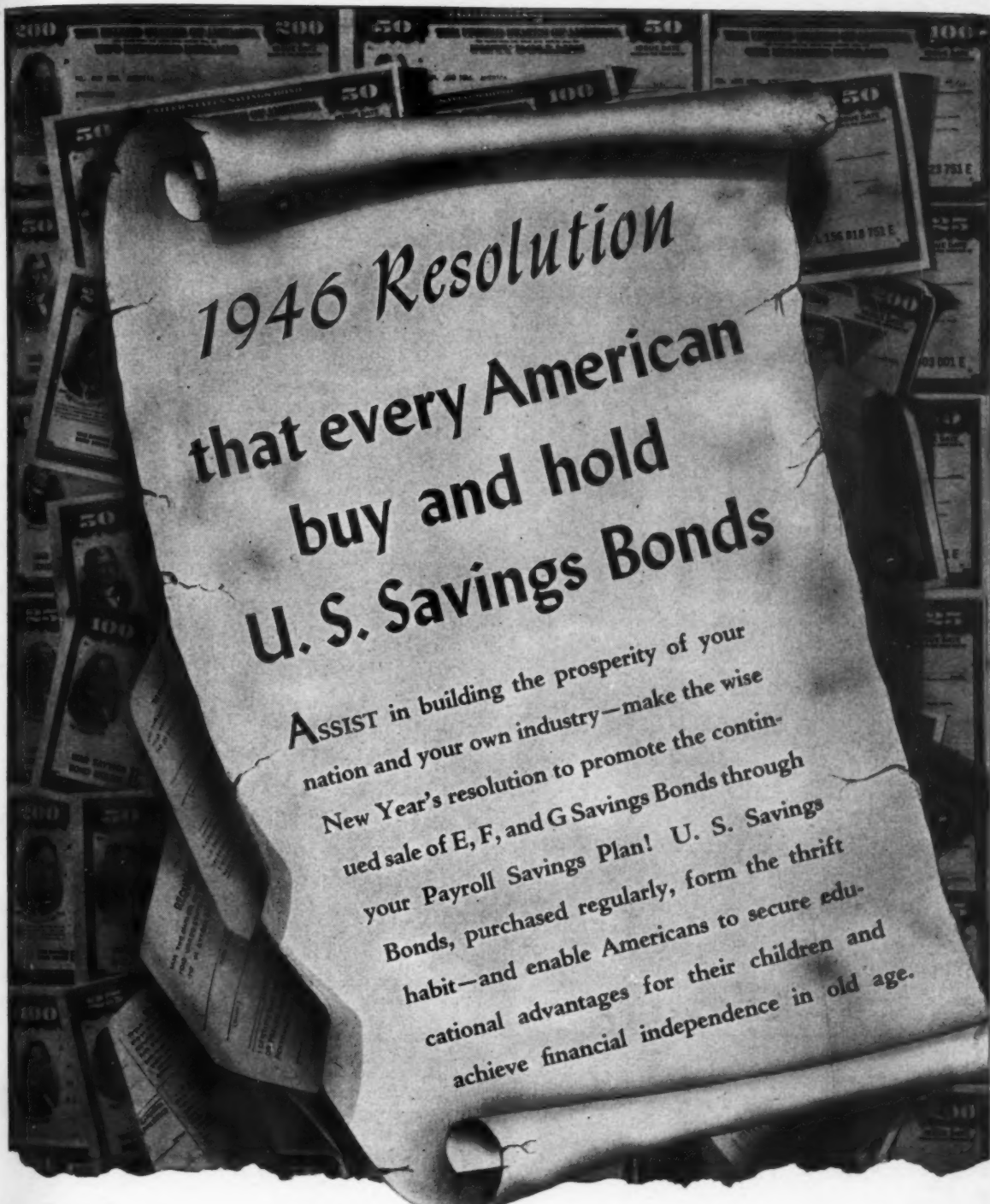
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LIVESTOCK MARKETS *Weekly Review*

Feed Crisis Looms Because of Strike, Light Unloadings

THE predicted rush of livestock to market following reopening of struck packing plants failed to materialize this week and demand has been greater than supplies in most branches of the market. Hogs have been absorbed at full ceiling prices at all points; lamb prices have held up well, but bovine prices have been very uneven, due to threatened action by OPA against slaughterers accused of not staying in compliance in their drove costs.

The failure of marketings to mount to levels where demand would have been satisfied may have serious repercussions in the feeding program during the coming seasons. The huge number of cattle on feed this winter, plus a good number of hogs and lambs, all of which are consuming a greater proportion of feed than usual, will soon eat their way through most of the corn crop grown during 1945. The volume of corn fed per animal this winter is up materially compared with recent years because of the low quality of the grain crop and the high water content. Hence, it has been necessary for farmers to feed larger quantities of lower grade feeds to accomplish what high quality grains ordinarily do. This added consumption has made great inroads in feed supplies.

There is little probability that hog prices will be hurt greatly by any heavy unloadings at major market centers, but there are indications that cattle liquidations may reach proportions later this year that may make possible steep downward price adjustments. Finishers of bovine stock have been reluctant to market this week because of

weaker prices, but indications are that quotations may be lowered further in order that packers' purchases can be made to stay in line with compliance requirements.

Gayle Armstrong, government representative in charge of meat industry operations, urged heavier marketings throughout the country, but farmers stood pat and unloaded lightly.

Heavy marketings of cattle are not held likely in the immediate future, but will come about by degrees. As feed corn gives out on farms and other areas, there will be no choice but to sell, and marketings will move forward to peak levels during the spring period. This liberal supply of beef will also run into competition from pork, as both the number and tonnage of hogs on farms are well above any comparable period of last winter and spring. Marketings of these animals are expected to conflict with cattle movement.

Cattle Prices Break

The pressure brought to bear on the cattle market this week found sharp declines in order and at one time during the week, and for the first time since last August, the ceiling price of \$18 was not obtainable for choice steers at Chicago. However, with continued light supplies, prices reacted higher and most of the early losses were regained.

Low grade cows and steers, and some of the fairly good cows, appear to be nearer to proper price levels than most other classes of cattle. Some buying interests were shipping cows to the eastern part of the country in place of steers because of the extremely high killing costs and the uncertainty in grading. Government graders have been a little more critical of animals and a smaller percentage have been able to land in the upper brackets, hence, more cautious selecting on the part of buyers.

INTERNATIONAL SHOW TO RETURN THIS FALL

America's largest livestock show, the International Live Stock Exposition, will be held November 30 to December 7, 1946, after a wartime lapse of four years, according to Henry W. Marshall, of Lafayette, Ind., president of the show.

The last exposition, held in 1941, closed the night before Pearl Harbor, Marshall recalled, and the show's directors voted several months later to suspend the exposition for the duration of the war.

A competition, consisting of market animals only, was launched in December, 1942, at the suggestion of Senator James W. Wadsworth, of New York, a director of the International Live Stock Exposition. These market shows have been held for the past four years under the auspices of the Union Stock Yard & Transit Co., operators of the Chicago market.

The Signal Corps of the Army took over the International Amphitheatre early in the war and has occupied this building from that time to date. The management is assured, however, says Marshall, that the amphitheatre will be returned in ample time to prepare it for the greatest international next fall in the entire 42-year history of this event.

ODT 16C RELAXED FOR MEAT

Under General Permit ODT 16C-1, effective January 28, meat and meat products consigned to the U. S. Department of Agriculture at the Port of New York for export, have been exempted from the ODT requirement that documents relating to shipments to New York for export show the space available for storage of products when they reach the East Coast.



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LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Jan. 31, 1946, reported by Office of Production & Marketing Administration:

2008 (quotations based on hard hogs): Chicago Nat. Stk. Yds. Omaha Kans. City St. Paul

BARROWS AND GILTS:

Good and Choice:

120-140 lbs.	\$14.00-14.50	\$14.25-14.80	\$.....	\$.....	\$.....
140-160 lbs.	14.25-14.85	14.80 only	14.50 only	14.25-14.50	14.60 only
160-180 lbs.	14.50-14.85	14.80 only	14.50 only	14.45-14.55	14.60 only
180-200 lbs.	14.85 only	14.80 only	14.50 only	14.55 only	14.60 only
200-220 lbs.	14.85 only	14.80 only	14.50 only	14.55 only	14.60 only
220-240 lbs.	14.85 only	14.80 only	14.50 only	14.55 only	14.60 only
240-270 lbs.	14.85 only	14.80 only	14.50 only	14.55 only	14.60 only
270-300 lbs.	14.85 only	14.80 only	14.50 only	14.55 only	14.60 only
300-330 lbs.	14.85 only	14.80 only	14.50 only	14.55 only	14.60 only
330-360 lbs.	14.85 only	14.80 only	14.50 only	14.55 only	14.60 only

Medium:

160-220 lbs.	13.50-14.75	14.25-14.80	14.00-14.50	14.25-14.55	14.25-14.60
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BOWS:

Good and Choice:

270-300 lbs.	14.10 only	14.05 only	13.75 only	13.80 only	13.85 only
300-330 lbs.	14.10 only	14.05 only	13.75 only	13.80 only	13.85 only
330-360 lbs.	14.10 only	14.05 only	13.75 only	13.80 only	13.85 only
360-400 lbs.	14.10 only	14.05 only	13.75 only	13.80 only	13.85 only

Good:

400-450 lbs.	14.10 only	14.05 only	13.75 only	13.80 only	13.85 only
450-500 lbs.	14.10 only	14.05 only	13.75 only	13.80 only	13.85 only

SLAUGHTER CATTLE, VEALERS, AND CALVES:

STEERS, Choice:

700-900 lbs.	17.00-18.00	16.50-17.75	16.25-17.50	16.00-17.50	17.00-17.50
900-1100 lbs.	17.50-18.00	16.50-17.75	16.50-17.65	16.25-17.65	17.00-17.70
1100-1300 lbs.	17.50-18.00	16.75-17.90	16.75-17.65	16.50-17.65	17.00-17.70
1300-1500 lbs.	17.50-18.00	16.75-17.90	16.75-17.65	16.75-17.65	17.00-17.70

STEERS, Good:

700-900 lbs.	15.75-17.00	14.75-16.25	14.75-16.25	14.75-16.25	14.25-17.00
900-1100 lbs.	16.00-17.50	14.50-16.50	14.75-16.50	15.25-16.50	14.25-17.00
1100-1300 lbs.	16.25-17.50	14.75-16.75	15.00-16.50	15.50-16.50	14.25-17.00
1300-1500 lbs.	16.25-17.50	15.00-16.75	15.25-16.50	15.50-16.75	14.25-17.00

STEERS, Medium:

700-1100 lbs.	12.50-16.00	12.25-14.50	11.50-14.50	12.50-14.75	11.25-14.25
1100-1300 lbs.	12.75-16.25	12.50-16.00	12.50-14.50	13.75-15.00	11.25-14.25

STEERS, Common:

700-1100 lbs.	11.00-12.75	10.00-12.25	9.75-11.50	10.50-12.50	9.50-11.25
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HEIFERS, Choice:

600-800 lbs.	16.50-17.50	16.25-17.50	16.25-17.50	15.75-17.00	16.50-17.50
800-1000 lbs.	17.00-18.00	16.25-17.65	16.25-17.65	16.00-17.25	16.50-17.50

HEIFERS, Good:

600-800 lbs.	15.25-16.50	14.25-16.00	14.25-16.00	14.25-16.00	14.00-16.50
800-1000 lbs.	15.50-17.00	14.50-16.00	14.50-16.00	14.50-16.00	14.00-16.50

HEIFERS, Medium:

600-900 lbs.	11.75-15.25	11.00-14.00	10.50-13.75	11.00-14.25	10.75-14.00
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HEIFERS, Common:

600-900 lbs.	10.00-11.75	9.00-11.00	9.00-10.50	9.75-11.00	8.75-10.75
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COWS, All Weights:

Good	13.00-14.50	12.00-14.00	11.75-13.75	12.50-14.00	11.25-13.50
Medium	12.00-13.00	9.50-12.00	10.00-11.75	11.00-12.50	9.75-11.25
Cutter & com.	7.50-12.00	8.00-9.50	7.50-10.00	7.75-11.00	7.75-9.75
Canner	7.00-7.50	7.00-8.00	6.75-7.50	6.50-7.75	6.50-7.75

BULLS (Vigs. Excl.), All Weights:

Beef, good	13.50-14.50	13.00-14.00	13.00-13.75	13.25-13.75	12.75-14.00
Sausage, good	12.50-13.50	11.80-12.75	12.25-13.00	12.50-13.25	11.75-13.00
Sausage, med.	11.50-12.50	10.50-11.50	10.75-12.25	11.00-12.50	10.50-11.75
Sausage, cut. & com.	10.00-11.50	8.50-10.50	8.50-10.50	8.50-11.00	8.50-10.50

VEALERS:

Good & choice	14.00-15.50	13.50-17.50	13.00-14.50	13.50-16.00	12.00-14.50
Com. & med.	9.00-14.00	9.75-13.50	9.00-13.00	9.50-13.50	8.00-12.00
Cull	7.50-9.00	7.00-9.75	7.00-9.00	7.00-9.50	6.00-8.00

CALVES:

Good & choice	13.00-14.00	12.50-15.00	11.50-13.50	13.00-15.50	11.00-13.00
Com. & med.	9.50-13.00	9.50-12.50	9.00-11.50	9.00-13.00	8.00-11.00
Cull	7.50-9.50	6.50-9.50	7.00-9.00	7.00-9.00	6.00-8.00

SLAUGHTER LAMBS AND SHEEP:

LAMBS: Choice (Closely)

Sorted	15.10-15.35	15.25-15.75	14.25-14.75	14.60-15.00	14.00-14.50
Good & choice	13.25-14.85	13.25-15.00	12.75-14.00	13.00-14.25	11.75-13.75
Med. & good	11.00-12.50	11.00-12.75	10.50-12.25	11.00-12.75	10.00-11.50

WETHERS:

Good & choice	12.50-13.25	12.25-13.00	12.25-13.00	12.00-13.00	
Med. & good	11.25-12.25	11.00-12.00	11.00-12.00	11.00-11.75	

EWES:

Good & choice	7.25-7.75	6.25-7.00	7.25-7.75	7.00-7.75	6.00-7.00
Com. & med.	6.00-7.25	5.25-6.25	5.75-7.00	5.75-6.75	4.50-5.75

Quotations on woolled stock based on animals of current seasonal market weight and wool growth.

Quotations on slaughter lambs and yearlings of Good and Choice and of Medium and Good grades, and on ewes of Good and Choice grades, as combined, represent lots averaging within the top half of the Good and the top half of the Medium grades, respectively.

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Western Shippers
Pittsburgh, Pa.

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER showing the number of livestock slaughtered at 15 centers for the week ended January 26, 1946.

CATTLE

	Week ended Jan. 26	Prev. week	Cor. 1945
Chicago†	8,018	8,171	26,692
Kansas City	9,084	8,022	20,374
Omaha*	2,609	7,119	24,638
East St. Louis	4,447	3,763	10,842
St. Joseph	3,402	2,685	8,357
St. Louis	2,081	2,423	10,974
Wichita*	3,116	2,058	3,261
Philadelphia	3,116	3,880	2,529
Indianapolis	...	...	2,168
New York & Jersey City	10,549	12,100	10,208
Okl. City*	2,644	3,174	6,974
Cincinnati	6,424	6,070	5,076
Denver	3,821	4,577	6,513
St. Paul	...	...	14,084
Milwaukee	326	292	5,566
Total	53,405	64,334	156,256

*Cattle and calves.

HOGS

	Week ended Jan. 26	Prev. week	Cor. 1945
Chicago	17,156	51,762	88,442
Kansas City	8,542	13,749	31,991
Omaha	...	16,625	40,970
East St. Louis	44,962	34,788	55,019
St. Joseph	19,197	11,493	18,506
St. Louis	...	4,596	30,859
Wichita	1,419	822	2,587
Philadelphia	13,196	9,283	11,765
Indianapolis	...	...	16,052
New York & Jersey City	34,511	42,693	44,574
Okl. City	13,970	9,262	10,591
Cincinnati	19,382	9,212	11,594
Denver	1,210	6,009	14,583
St. Paul	...	...	27,322
Milwaukee	...	...	4,218
Total	173,535	209,800	409,083

†Includes National Stock Yards, E. St. Louis, Ill., and St. Louis, Mo.

SHEEP

	Week ended Jan. 26	Prev. week	Cor. 1945
Chicago†	2,354	3,768	19,612
Kansas City	5,497	11,346	40,848
Omaha	...	8,270	42,489
East St. Louis	1,263	1,132	6,223
St. Joseph	9,239	8,974	27,089
St. Louis	...	3,191	24,498
Wichita	...	551	2,470
Philadelphia	4,445	3,449	3,348
Indianapolis	...	...	2,062
New York & Jersey City	14,411	28,885	54,095
Okl. City	4,862	664	1,309
Cincinnati	667	269	1,474
Denver	220	3,792	14,286
St. Paul	...	...	19,659
Milwaukee	...	...	1,506
Total	42,958	74,231	209,968

†Not including directs.

NEW YORK LIVESTOCK

Livestock prices at Jersey City, Jan. 28, 1946:

CATTLE:

Steers, gd. & ch.	\$18.00@18.60
Cows, com. & med.	10.00@12.25
Cows, can. & cut.	8.00@ 9.75
Bulls, com. & gd.	10.00@12.50

CALVES:

Vealers, gd. & ch.	18.60
Calves, med. to gd.	14.00@17.50

HOGS:

Gd. & ch.	\$15.30
-----------	---------

LAMBS:

Lambs, med. to ch.	\$17.00@17.50
Ewes, med. to gd.	4.00@ 7.50

Receipts of salable livestock at Jersey City and 41st st., New York market for week ended Jan. 26, 1946:

	Cattle	Calves	Hogs*	Sheep
Salable	942	701	228	1,162
Total (incl. directs)	5,240	3,313	17,877	4,848
Previous week:				
Salable	750	717	1,196	1,770
Total (incl. directs)	4,841	4,492	16,565	23,935

*Includes hogs at 31st street.

CORN BELT DIRECT TRADING

(Reported by Office of Production & Marketing Administration.)

Des Moines, Ia., Jan. 31.—At the 19 concentration yards and 11 packing plants in Iowa and Minnesota, hog prices were 10 to 20c higher. Demand was active at all times with clearance good.

Hogs, good to choice:

160-180 lb.	\$13.40@14.20
180-240 lb.	14.00@14.40
240-330 lb.	14.10@14.40
330-360 lb.	14.10@14.40

Sows:

270-300 lb.	\$13.40@13.70
400-550 lb.	13.20@13.70

Receipts of hogs at Corn Belt markets for the week ended Jan. 31 were as follows:

	This week	Same day last yr.
Jan. 25	18,300	12,100
Jan. 26	13,100	9,500
Jan. 27	13,100	13,800
Jan. 28	42,000	13,000
Jan. 29	85,000	13,000
Jan. 30	69,500	12,700
Jan. 31	60,000	15,000

RECEIPTS AT CHIEF CENTERS

Receipts at leading markets for the week ended January 26, were reported to be as follows:

AT 20 MARKETS, WEEK ENDED:

	Cattle	Hogs	Sheep
Jan. 26	150,000	288,000	85,000
Jan. 19	143,000	209,000	108,000
1945	257,000	412,000	328,000
1944	294,000	859,000	264,000
1943	213,000	563,000	295,000

AT 11 MARKETS, WEEK ENDED:

	Hogs
Jan. 26	248,000
Jan. 19	108,000
1945	328,000
1944	841,000
1943	718,000
1943	498,000

AT 7 MARKETS, WEEK ENDED:

	Cattle	Hogs	Sheep
Jan. 26	109,000	207,000	48,000
Jan. 19	89,000	148,000	66,000
1945	188,000	294,000	258,000
1944	186,000	644,000	230,000
1943	158,000	442,000	217,000

NEW STOCKYARD PRESIDENT

Directors of the St. Paul Union Stockyards, at their annual meeting recently, named A. L. Olson president to succeed the late C. F. Topping. Olson, who joined the organization in 1917, has held the office of secretary and treasurer and has also been a director for 12 years.

Under Olson's management will also be the properties of the Billings public stockyards at Billings, Mont. This property is also owned by the St. Paul Stock Yards Company.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, January 26, 1946, as reported to THE NATIONAL PROVISIONER:

CHICAGO

Agar, 5,580 hogs; Shippers, 25,021 hogs; Others, 35,848 hogs.
Total: 8,018 cattle; 1,026 calves; 69,458 hogs; 2,354 sheep.

KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Swift	...	...	94	...
Campbell	1,650	...	...	...
Korabum	1,335	...	...	...
Others	15,593	702	10,352	2,352
Total	16,578	702	10,446	2,352

OMAHA

	Cattle	Calves	Hogs	Sheep
Nehranks	226	...	...	...
Eagle	81	...	...	...
Greater	...	...	...	...
Omaha	186	...	...	...
Hoffman	116	...	...	...
Rothschild	387	...	...	...
Roth	262	...	...	...
South	...	...	...	...
Omaha	1,922	...	...	...
Merchants	46	...	...	...
Cerrigan	...	7,558	...	...
Hassely	...	2,272	...	...
Kenneth	...	...	7,929	...
Murray	...	...	2,910	...
Harvey	...	...	...	...
Total	3,226	20,669	...	...

E. ST. LOUIS

	Cattle	Calves	Hogs	Sheep
Hunter	100	...	503	...
Ery	...	...	870	...
Hell	...	...	2,047	...
Laclede	...	...	2,318	...
Sleloff	...	...	1,072	...
Others	4,847	518	2,784	1,263
Shippers	7,913	3,234	18,643	1,049
Total	12,360	3,747	28,237	2,312

ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift	1,669	259	6,141	9,239
Others	4,835	99	7,408	...
Total	6,504	358	13,549	9,239

Not including 44 cattle, 25 calves and 12,139 hogs bought direct.

SIOUX CITY

	Cattle	Calves	Hogs	Sheep
Cudsky	...	...	...	...
Armour	...	...	...	...
Swift	...	...	...	...
Others	811	...	33	...
Shippers	8,320	...	24,020	573
Total	9,131	...	24,063	573

WICHITA

	Cattle	Calves	Hogs	Sheep
Gaggen	...	...	...	...
Belm	935	...	...	...
Duna	...	...	...	...
Osterga	195	...	59	...
Dold	154	...	1,202	...
Senfower	63	...	158	...
Others	2,348	...	2,024	...
Total	3,695	...	3,443	...

OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Wilson	1,004	1,150	2,592	2,818
Others	317	1	904	...
Total	1,321	1,151	3,496	2,818

Not including 172 cattle, 10,474 hogs and 2,944 sheep bought direct.

CINCINNATI

	Cattle	Calves	Hogs	Sheep
Gall's	...	...	...	562
Kahn's	272	...	6,598	...
Laney	...	...	365	...
Maye	10	...	1,125	...
Schlichter	172	...	61	...
Schroth	67	...	1,251	...
National	214	...	...	...
Others	1,476	362	679	33
Shippers	52	769	1,751	...
Total	2,263	1,192	11,669	595

Not including 2,957 cattle and 13,740 hogs bought direct.

DENVER

	Cattle	Calves	Hogs	Sheep
Swift	...	...	...	1,032
Others	3,381	171	1,572	111
Total	3,381	171	1,572	1,143

TOTAL PACKER PURCHASES

	Week ended Jan. 26	Prev. week	Cor. 1945
Cattle	66,477	58,110	164,856
Hogs	186,592	101,503	262,208
Sheep	21,386	38,037	217,579

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS

	Cattle	Calves	Hogs	Sheep
Jan. 25	1,969	363	14,922	612
Jan. 26	682	5	3,966	123
Jan. 28	13,801	633	16,255	10,914
Jan. 29	6,067	869	18,322	6,351
Jan. 30	6,758	1,108	29,047	6,057
Jan. 31	5,000	800	20,000	8,000
Wk. ago	31,616	3,410	90,125	31,322
Wk. ago	31,814	1,884	68,958	10,871
1945	47,439	3,895	98,839	33,982
1944	40,755	3,505	134,598	32,319

*Including 558 cattle, 156 calves, 49,212 hogs and 5,009 sheep direct to packers.

SHIPMENTS

	Cattle	Calves	Hogs	Sheep
Jan. 25	3,557	60	8,344	2,042
Jan. 26	191	...	218	119
Jan. 28	5,578	104	2,481	1,313
Jan. 29	3,751	344	4,115	990
Jan. 30	4,196	354	3,482	2,491
Jan. 31	3,500	200	5,000	2,000
Wk.	...	...	...	...
so far	17,055	1,092	15,978	6,794
Wk. ago	19,312	879	16,409	8,442
1945	17,388	363	8,695	7,100
1944	15,784	432	10,595	8,509

JANUARY RECEIPTS

	1946	1945
Cattle	177,122	235,028
Calves	16,082	21,850
Hogs	481,641	495,600
Sheep	149,290	222,559

JANUARY SHIPMENTS

	1946	1945
Cattle	104,076	85,710
Hogs	101,684	62,082
Sheep	47,041	52,783

CHICAGO HOG PURCHASES

Supplies of hogs purchased by Chicago packers and shippers week ended Thursday, Jan. 31, 1946:

	Week ended Jan. 31	Prev. week
Packers' purch.	36,176	45,387
Shippers' purch.	20,640	27,340
Total	56,816	72,727

DECEMBER MARGARINE TAX

Taxes paid on oleomargarine during Dec., 1945, and 1944, as reported by the Bureau of Internal Revenue:

	Dec., 1945	Dec., 1944
Excise taxes (including special taxes)	\$310,489.98	\$303,435.09

Quantity of product on which tax was paid during Dec., 1945, and 1944:

	Dec., 1945	Dec., 1944
Oleomargarine, colored	1,604,692	2,315,244
Oleomargarine, uncolored	40,503,220	50,072,468

PACIFIC COAST LIVESTOCK

Receipts for five days ended January 25:

	Cattle	Calves	Hogs	Sheep
Los Angeles	8,206	870	740	13
San Francisco	750	20	1,800	2,300
Portland	2,050	225	275	275

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MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Department of Agriculture, Production & Marketing Administration.)

WESTERN DRESSED MEATS

		New York	Phila.	Boston
STEERS, carcass	Week ending January 26, 1946.	5,271	1,177	142
	Week previous	1,879	2,025	519
	Same week year ago	5,006	1,572	590
COWS, carcass	Week ending January 26, 1946.	2,592	1,054	349
	Week previous	2,705	2,790	1,055
	Same week year ago	2,888	2,632	1,483
BULLS, carcass	Week ending January 26, 1946.	366	11	28
	Week previous	98	11	53
	Same week year ago	249	21	131
VEAL, carcass	Week ending January 26, 1946.	11,385	173	43
	Week previous	8,586	741	1,066
	Same week year ago	9,626	791	373
LAMB, carcass	Week ending January 26, 1946.	19,818	5,105	3,178
	Week previous	18,414	9,270	10,904
	Same week year ago	33,464	10,342	17,612
MUTTON, carcass	Week ending January 26, 1946.	7,929	1,175	...
	Week previous	4,295	1,082	2,555
	Same week year ago	9,920	1,753	2,839
PORK CUTS, lbs.	Week ending January 26, 1946.	1,333,072	216,246	98,546
	Week previous	1,089,131	929,897	121,650
	Same week year ago	1,462,432	518,055	114,906
BEEF CUTS, lbs.	Week ending January 26, 1946.	197,122	...	...
	Week previous	315,743	...	...
	Same week year ago	279,747	...	...

LOCAL SLAUGHTERS

CATTLE, head	Week ending January 26, 1946.	10,449	3,114	...
	Week previous	12,100	3,580	...
	Same week year ago	10,091	2,529	...
CALVES, head	Week ending January 26, 1946.	3,848	1,630	...
	Week previous	5,707	2,009	...
	Same week year ago	9,319	2,480	...
HOGS, head	Week ending January 26, 1946.	34,511	13,196	...
	Week previous	42,782	9,283	...
	Same week year ago	44,715	11,765	...
SHEEP, head	Week ending January 26, 1946.	14,411	4,445	...
	Week previous	28,885	3,449	...
	Same week year ago	83,908	3,348	...

Country dressed product at New York totaled 5,756 veal, 3 hogs and 224 lambs. Previous week 7,033 veal, 19 hogs and 248 lambs in addition to that shown above.

WEEKLY INSPECTED SLAUGHTER

The final week of the strike found inspected livestock slaughter at record low levels. Slaughter of the various classes was only a fraction of what it was a year ago. For example, hog slaughter totaled only 343,909 head, compared with over 753,000 head in the same time of last year. Some points reported no inspected slaughter at all.

	Cattle	Calves	Hogs	Sheep
NORTH ATLANTIC				
New York, Newark, Jersey City	10,549	3,848	34,511	14,411
Baltimore, Philadelphia	3,329	64	23,283	1,001
NORTH CENTRAL				
Cincinnati, Cleveland, Indianapolis	8,057	572	35,636	1,377
Chicago, Elburn	11,676	3,591	17,156	4,382
St. Paul-Wis. Group	4,454	10,341	46,213	4,701
St. Louis Area	3,910	1,457	44,963	4,701
St. Paul City	2,660	...	...	...
Omaha	9,084	416	8,542	1,600
Kansas City	3,617	2,698	62,412	11,600
Iowa & So. Minn.	1,049	19	8,572	...
SOUTHEAST				
SOUTH CENTRAL WEST	9,264	3,316	39,584	22,800
ROCKY MOUNTAIN	3,179	2	1,415	1,001
PACIFIC	16,457	2,375	21,384	34,700
Total	87,234	28,699	343,909	94,900
Total prev. week	111,110	30,547	472,654	100,000
Total last year	214,271	86,827	753,174	499,000

¹Includes St. Paul, S. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wis. ²Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ³Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Austin, Minn. ⁴Includes Birmingham, Dothan, Montgomery, Ala., Tallahassee, Fla., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. ⁵Includes S. St. Joseph, Mo., Wichita, Kans., Oklahoma City, Okla., Ft. Worth, Texas. ⁶Includes Denver, Colo., Ogden and Salt Lake City, Utah. ⁷Includes Los Angeles, Vernon, San Francisco, San Jose, Sacramento, Vallejo, Calif.

SOUTHEASTERN RECEIPTS

Receipts of livestock as reported by the Production and Marketing Administration, at eight southern packing plants located at Albany, Columbus, Moultrie, Thomasville and Tifton, Ga.; Dothan, Ala.; Jacksonville and Tallahassee, Fla.

	Cattle	Calves	Hogs
Week ended Jan. 25	1,426	...	4,330
Last week	2,017	593	12,400
Last year	2,319	785	22,200



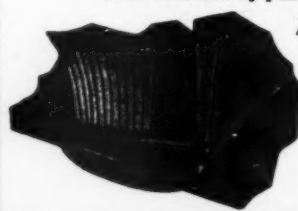
PORK PRODUCTS—SINCE 1876
The H. H. MEYER PACKING CO.
Cincinnati, Ohio

CANNING MACHINERY
FOR
FRUITS · VEGETABLES · FISH · ETC.
DEHYDRATING EQUIPMENT

A. K. ROBINS & CO. INC. BALTIMORE, MD.
WRITE FOR CATALOGUE

A COMPLETE VOLUME

of 26 issues of THE NATIONAL PROVISIONER can be easily filed for reference to items of trade information or trade statistics by putting them in our



New Multiple Binder

Simple as filing letters in an ordinary file. Looks like a regular bound book. Cloth board cover and name stamped in gold. Priced at \$1.75, postpaid. Send us your orders today.

No key, nothing to unscrew. Slip in place and they stay there until you want them

THE NATIONAL PROVISIONER 487 South Dearborn St. Chicago 5, Ill.

Classified Advertisements Continued on Page 57

Plants for Sale

FOR SALE: Packing house, in Ogden, Utah. Near Ogden Union Stock Yards. Fully equipped and operating. Sales in 1945 about \$800,000. Alder, Wallace, Inc., 159 South Main, Salt Lake City 1, Utah.

FOR IMMEDIATE SALE: Independent meat packing business in Birmingham, Alabama. Annual sales in excess of \$2,250,000. One of the oldest and most reliable packers in south with large established trade, good will and physical plant. Reasonable price since owner desires to retire because of advanced years. For detailed information communicate with Abe Berkowitz, Attorney, Title Guarantee Building, Birmingham, Ala.

Plants for Sale

ESTABLISHED PORK PLANT FOR SALE
Ohio location and operating under U.S.D.A. certification; interstate shipping permitted. Completely and modernly equipped for all pork killing and processing operations. Capacity 200 to 250 head per week. Plant expansion for cattle and small stock can be made at small cost. W-19, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

FOR SALE: A Michigan packing plant, in very good location, and excellent sausage territory. Plant in good condition with practically all new equipment. Capacity 60 cattle, 150 hogs, 50,000 lbs. sausage weekly. Reason for sale, ill health. FS-27, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

Plants for Sale

FOR SALE: Slaughterhouse, modern, state inspection. Capacity 200 cattle and calves per week. Price \$65,000. 25 miles west of Sacramento. W. S. Marks, Dixon, California.

FOR SALE: Up-to-date small packing house complete. In Southern city with a trade area of about two hundred thousand. W-20, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WELL ESTABLISHED rendering plant, good territory eastern Pennsylvania for sale outright or will sell interest to any one who can take charge. Owner wishes to retire but will retain interest and help finance. FS-28, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

CLASSIFIED ADVERTISEMENTS

Undispatched, set solid. Minimum 20 words \$3.00, additional words 15c each. "Position wanted" special rate: minimum 20 words \$2.00, additional words 10c each. Count address or box number as four words. Headline 75c extra. Listing advertisements 75c per line. Displayed, \$7.50 per inch. 10% discount for 3 or more insertions.

SEE ALSO BOTTOM OF PAGE 56

CLASSIFIED ADVERTISING PAYABLE IN ADVANCE. PLEASE REMIT WITH ORDER.

Position Wanted

SALES EXECUTIVE

Will locate in Detroit before March 1 to represent canned meat packers, dry sausage, Polish styled hams, sausage casings, shortennings, cartons, steel and paper pails and drums for manufacturers, securing sales in this area. Have had wide business experience, handling of men and solicitation of accounts. Capable of administering good sized organization. If you wish representation in this market write at once to Box W-14, THE NATIONAL PROVISIONER, 740 Lexington Ave., New York 22, N. Y.

PACKINGHOUSE car route salesman having excellent following among butchers, larger retailers, jobbers in metropolitan New Jersey area and having cooler space plus delivery service, desires to make connection with packer interested in this territory. Can handle full line provisions, specialties and canned meats. References exchanged. W-39, THE NATIONAL PROVISIONER, 740 Lexington Ave., New York 22, N. Y.

MANAGER—controller—superintendent small plant experienced packinghouse man thoroughly familiar with all phases of the industry desires position. W-34, THE NATIONAL PROVISIONER, 740 S. Dearborn St., Chicago 5, Ill.

SUPERINTENDENT: 25 years' practical experience in medium sized plants, desires permanent location in mid-west or south. Good references. W-35, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

Help Wanted

PRODUCTION SUPERINTENDENT: Wanted by large independent sausage manufacturer in mid-west. Will have charge of sausage and smoked meat production. Give age and details of past experience and salary expected. Write Box W-383, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

INDUSTRIAL ENGINEER WANTED: College graduate, cost and time study experience. Must be familiar with packing house practices. Plant located east of Chicago and north of Indianapolis. Write W-19, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

FOREMAN WANTED: Cattle and hog killing foreman for southern packing plant. Also working foreman for pork cutting department. Applicants must be qualified both to direct present staff and to train new workers. W-15, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

ENGINEER wanted, familiar with modern equipment, to revamp a medium sized eastern packing plant. Steady, responsible position. Reply in confidence, giving full particulars. W-17, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WORKING FOREMAN for curing, smoking and basting departments. Must have thorough knowledge and experience in curing and smoking meats. Boring experience not necessary but desirable. Write or apply to Peters Sausage Co., 5454 W. Vernor Highway, Detroit 9, Mich.

KILLING FOREMAN: To take complete charge of the killing floor in a modern slaughterhouse located in central New York. W-56, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

EXPERIENCED ham maker wanted for small New York city plant. Good, dependable man. Excellent opportunity. W-7, THE NATIONAL PROVISIONER, 740 Lexington Ave., New York 22, N. Y.

WANTED: Mechanic with experience on maintenance work in canning plant. S. E. Mighton Co., Bedford, Ohio.

WANTED: Labeling machine operator and mechanic. S. E. Mighton Co., Bedford, Ohio.

Equipment Wanted

WANTED: One 400# or 500# stuffer; one self-emptying 350# silent cutter; a 25 to 30 ton refrigeration compressor and 1 or 2 refrigerated trailers to fit a 1 1/2 ton 158 inch wheel base chassis. W-3, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

Equipment for Sale

- 1-#166 Enterprise Meat Grinder all complete with 35 hp. 220 volt 60 cycle 3 phase motor and 1 set used and 2 sets new knives & plates. Reconditioned; guaranteed. Price\$850.00
 - 1-#43 Buffalo Silent Cutter direct connected to 25 hp. 220 volt 60 cycle 3 phase motor. Reconditioned (2 sets knives). Price\$450.00
 - 1-#32 Boss Silent Cutter direct connected to 7 1/2 hp. 220 volt 60 cycle 3 phase motor. Reconditioned. Price\$350.00
 - 1-38 Pulley drive Buffalo Silent Cutter. Reconditioned. Price\$225.00
 - 1-200# Brecht Air Stuffer all complete with 1 stuffing cock, 4 stuffing tubes, Air Compressor, 2 hp. motor and air tank. This unit completely reconditioned and guaranteed. Price complete.....\$550.00
 - 1-5x5 Ammonia Compressor all complete with 10 hp. Motor and V belt drive, double pipe wall condenser, quantity of pipe, pipe fittings and valves. This unit in perfect working order. Price...\$300.00
- All prices F.O.B. Baltimore. Inspection of all equipment invited.

THE R. E. JORDAN CO.
416-418 West Camden Street
Baltimore 1, Maryland

MEAT PACKERS—ATTENTION

FOR SALE: 1-Anderson #1 expeller, 15 H.P. A.C. motor; 1-Meehan crackling expeller; 2-4x6 and 4x9 lard rolls; 1-Brecht 1000 lb. meat mixer; 1-4x12 mechanical cooker; 1 #41 meat grinder; 1-#27 Buffalo silent cutter; 1-Brecht 300 lb. sausage stuffer; 1-Creasy #55 and 1-Victor 250 ice breaker. Send us your inquiries. **WHAT HAVE YOU FOR SALE?** Consolidated Products Co., Inc., 14-19 Park Row, New York City 7, N. Y.

FOR SALE: Three (3) 1100 ton French presses complete with steam pumps, recording gauges, air control, valves. Used less than one year. Will be available about March 1st, 1948. W-18, THE NATIONAL PROVISIONER, 740 Lexington Ave., New York 22, N. Y.

FOR SALE: One #43B Buffalo silent cutter with reconditioned 25 H.P. motor. Includes three sets of knives, one new. The Kowalski Company, 2240 Holbrook Ave., Hamtramck, Michigan.

Miscellaneous

WANTED CANNED MEATS

Institutional and consumer sizes, labelled and army style cans. Also rendered beef fat, large quantities, in any size containers.

MARTIN PACKING CO.

127-139 Belmont Ave., Newark 3, N. J.

We have been serving the Cleveland trade for past fifteen years. Our expanded program permits us to handle additional lines of fresh, canned or processed food items. May we represent you? W-22, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

Servicemen's Classified Ads

CAPTAIN L. M. JONES, veterinarian, just discharged from the service, would like part or full time work in packing house with option to do private practice. Have had experience in ante and post mortem inspections, and am an accredited veterinarian. W-1, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

POSITION WANTED: Superintendent, age 35. 20 years' experience in all departments. Expert on dry rendering. Desire permanent connection. Good references. Served 2 1/2 years in U. S. Navy. W-11, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

See Page 56 Opposite for
Additional Classified
Advertisements

Equipment for Sale

Barliant & Co. have available the following offerings of machinery & equip. for immed. shipment at prices quoted, subject to prior sale.

- 48-BACON CURING BOXES, Anco 600# like new, each.....\$ 18.00
- 1-HOG DEPIILATOR, Anco 75 hog hour cap. with resin tank.....\$1250.00
- 1-BAKE OVEN, Boss Rotary 48 loaf cap. New\$ 460.00
- 1-LARD FILLER, Harrington Anco Size 1 1/4-5 1/2 Stainless Table.....\$ 175.00
- 1-LARD ROLL, Anco #210 28x48.....\$ 875.00
- 1-ICE CRUSHER, Boss with motor.....\$ 125.00
- 1-LARD BEND. KETTLE, S.J. 33"x30". \$ 150.00
- 1-S.J. KETTLE, 36"x30" 100# press. with agitator, tilt type.....\$ 250.00
- 1-TRIPE WASHER, 3"x3" drum, 3 H.P.. \$ 250.00
- 1-DEY COOKER, 4"x7, 7 1/2 H.P. motor.\$1150.00
- 1-SUSPENSION SCALE, 3000# cap. 5 1/4"x5 1/2" all steel, like new.....\$ 185.00
- 1-RETORT, vert. standard 40x72.....\$ 170.00
- 1-Scribe SAW, Black & Decker.....\$ 120.00
- 1-BAND SAW, #6 Klean-Kut, record. new 6x6" table top.....\$ 680.00
- 1-BACON PRESS, Formrite with motor.\$1000.00
- 1-AMMONIA COMP., 9x9 Excel with Shell & Tube Condens. Rec. 50 H.P. motor\$1750.00
- 1-AMMONIA COMP., 3 cyl. 6x6 25 H.P. motor\$1250.00
- 1-SILENT CUTTER, 43B, no motor.....\$ 365.90
- 1-CRACKLING GRINDER, 20 H.P. rebuilt\$ 400.00
- 1-CRACKLING GRINDER, 15 H.P. 3500 R.P.M. \$ 200.00
- 1-VOLUMETRIC FILLER, New Tri-anglic, comp.\$2500.00
- 1-BEEF DROPPER\$ 150.00
- 1-GRINDER, Meat, #32 Enterprise.....\$ 100.00
- 1-REND. TANK, 42"x10" with tilting stand\$ 300.00

WRITE! PHONE! WIRE! for further particulars. We also have buyers in market for **CASING CLEANERS, RENDERING EQUIPMENT, LINKERS, DEHAIRERS, TROLLEYS, CURING VATS, TRACK & HANGERS, GRINDERS, WASHERS, CUTTERS. WHAT CAN YOU OFFER?**

BARLIANT AND COMPANY

Brokers—Sales Agents

1724 Greenleaf—Amb. 0932

Chicago 26, Illinois

Specialists in **USED, REBUILT and NEW PACKING HOUSE MACHINERY, EQUIPMENT, SUPPLIES and PRODUCTS** on a **BROKERAGE BASIS ONLY**

Meat and Gravy

The "dad-burned" meat strike didn't mean a "gol-blamed" thing to Burnet county, Tex., in the eyes of an old timer who

Strike Echoes with a Smile

has resided in the county for nigh onto 65 years. Eyes flashing, the old man told a NATIONAL PROVISIONER correspondent last week: "Let 'em strike! We have plenty of aces up our sleeve. We got plenty of cattle and hogs hereabouts and we kin slaughter 'em ourselves if need be. And don't worry none about packinghouse shortening, either. Cattle are fat, hogs are fat, and we kin render half tallow, half hog fat and have as good a shortening as a body would want. Why, brother, we even got plenty of snakes in them hills, and they'll supply us with fried snake steak if need be. Yup, let 'em strike and, dad-burn, let 'em stay struck as far as Burnet county is concerned!"

Irv Kupcinet, *Chicago Times* columnist, reports an interesting sidelight on the strike: Shortly after the meat strike was called, Secretary of Labor Schwollenbach's secretary long-distanced the TWA Chicago office to request transportation for John Holmes, head of Swift and Company. "I'm phoning from the White House," reported the secretary, "and it's urgent that Holmes get here immediately for a conference on the strike." "I'm awfully sorry," replied the young lady in charge of reservations, "but we can't promise any reservations in the immediate future. We're simply jammed." "But you realize I'm calling for Mr. Schwollenbach, don't you?" pleaded the secretary. "Sure," said the clerk. "Then hold the phone a minute and I'll run back into the conference and get Mr. Truman on the phone." He got the reservation.

Another of the good stories floating around in the wake of the strike concerns the middle-aged Polish lady who made several attempts to crack the picket lines around the strike-bound Chicago plants. She finally got through and when she reported to her employer he asked her how she had accomplished the feat. "Well," she said, "I put on lots of rouge and lipstick and they passed me through as a typewriter."



Out of the Past . . .

[Based on information from the files of THE NATIONAL PROVISIONER]

The Nineteenth Century had just about run its course when, on January 7, 1899, THE NATIONAL PROVISIONER proudly reported the following incident: "The greatest hero of the late war with Spain—the idol of the heroic American heart—took time out in the midst of his complicated duties to tip his hat to the great American hog and one of our biggest meat packing concerns. Admiral Dewey is a bad man to bulldoze, but he is a man who is quick to recognize a good thing when he sees it. . . . Last summer Schwarzschild & Sulzberger Co., feeling that our admiral in Manila needed a real good diet after a hard day of fighting, sent to the commander-in-chief of the Asiatic squadron a savory package and promptly received the following acknowledgment: 'United States Naval Force on Asiatic Station, Flagship Olympia, Manila, September 13, 1898—Dear Sirs: I beg to acknowledge receipt of the box of your excellent hams and breakfast bacon you kindly sent. Please accept my thanks and those of my officers.' The letter bore the magic signature, "George Dewey."

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While every precaution is taken to insure accuracy, we cannot guarantee against the possibility of a change or omission in this index.

The firms listed here are in partnership with you. The products and equipment they manufacture and the services they render are designed to help you do your work more efficiently, more economically and to help you make better products which you can merchandise more profitably. Their advertisements offer opportunities to you which you should not overlook.

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